

# THE NATIONAL Provisioner

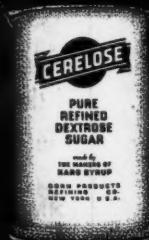
THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 102

JANUARY 13, 1940

Number 2



FIRST PRIZE  
*for*  
COLOR

CERELOSE HELPS DEVELOP  
AND PROTECT COLOR IN MEAT

Meat packers everywhere are enthusiastic in their praises of Cerelose as an aid in the fixation of color in meat. They also appreciate its economy.

**CERELOSE**

[PURE DEXTROSE SUGAR]

# EVERY PLANT HAS IT

Along with its production problems, every sausage plant also has a problem of maintenance—the time and money constantly spent to keep equipment in efficient operating condition.

Packers who have carefully studied this detail of their operating costs have readily appreciated the importance of the cost saving features of the New Buffalo Self-Emptying Silent Cutter. And they have also found it to be the finest production unit ever developed for the Sausage Industry.

Let us give you complete information about the New Buffalo. We think you will agree that it can mean savings and new profits in YOUR plant just as it already has in so many others.

JOHN E.

**SMITH'S SONS COMPANY**

50 BROADWAY, BUFFALO, N. Y.

CHICAGO • DALLAS • LOS ANGELES • BROOKLYN • BOSTON



---

*New BUFFALO Self-Emptying Silent Cutters*

---

# VISKING PRICES GO DOWN AGAIN!

*The 18th Consecutive Voluntary Price Reduction!*

**EFFECTIVE JANUARY 15, 1940**

You profit again!

Naturally, we are happy to pass on to you these savings which are the direct result of lowered manufacturing costs and an increased demand for "VISKING" casings and SKINLESS. But—most gratifying is the knowledge that this price reduction (there never has been a price increase in the history of The Visking

Corporation!) increases your opportunity to enjoy more profits and greater sales volume.

Another excellent opportunity to reduce costs is offered by the new "ZEPHYR" feather-weight casing which has just been announced. You can effect savings up to 33½% on all pre-processed goods.

New price list has been mailed to you.

**THE VISKING CORPORATION**

**6733 WEST 65TH STREET**

**CHICAGO, ILLINOIS**

## In Weeks to Come

THE meat packing giant is stirring—many merchandising and advertising activities which you will want to read about will be reported in THE NATIONAL PROVISIONER soon. Packers are building, too, and are going ahead with modernization plans. Canners' convention, employee uniforms, packaging, operating developments and plant visits are some of the subjects which will be discussed. Keep up with the industry!

# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 102

JANUARY 13, 1940

Number 2

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Published weekly at 407 So. Dearborn st., Chicago, Ill., U. S. A., by The National Provisioner, Inc.

Sales offices: 407 So. Dearborn st., Chicago; 300 Madison ave., New York City; Duncan A. Scott & Co., Mills bldg., San Francisco, and Western Pacific bldg., Los Angeles.

Yearly subscription: U. S., \$3.00; Canada, \$4.00; foreign countries, \$5.00. Single copies, 25 cents.

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\*

### Daily Market Service

(Mail and Wire)

Editors

E. T. Nolan C. H. Bowman

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn st., Chicago.

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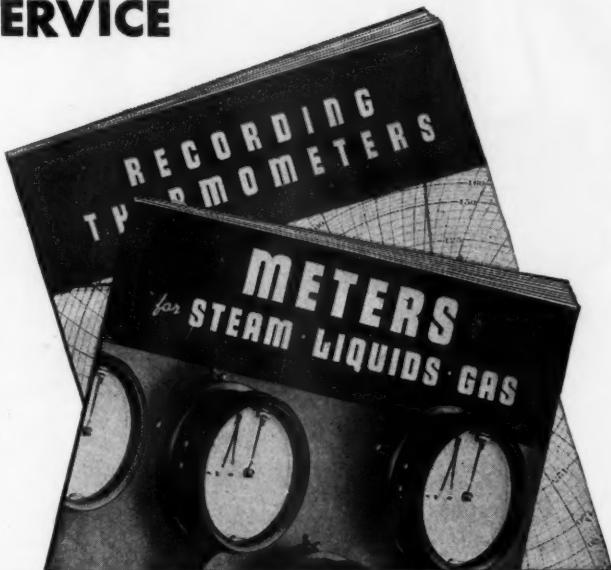
# *Start the New Year ... WITH THE*

## **NEWEST INFORMATION ON THERMOMETERS AND FLOW METER SERVICE**

With 1940 comes a new chance to take a forward-looking view of plant needs, and of today's equipment for meeting them. There's no better time than right now to make sure you're fully up-to-date in your knowledge of the profit possibilities of modern Thermometers and Flow Meters under 1940 conditions. And there's no better way to begin a check-up than by looking over these informative new bulletins which Foxboro has just received from the printer.

Most foresighted operating men, we know, watch "new equipment" notices right along for ideas and improvements that can bring better performance or lowered costs to their own operations. In the field of instrument service, though, every week brings new applications . . . better ways of doing things . . . possibilities for savings confirmed in actual plant experience.

That's why we say: Why not spend a few minutes in stock-taking for the New Year? Why not make sure you've got a clear-cut picture of 1940 instrument models and 1940 instrument methods? Once you've looked these bulletins over, you'll be prepared to make a sounder analysis of problems in which temperature is a factor, or in which the flow of steam, liquids or gas affects costs or product quality. Short of calling in a Foxboro specialist to advise you in attacking a specific problem, it's your best way of being fully informed on profit-building instrument performance. The Foxboro Company, 148 Neponset Avenue, Foxboro, Mass., U. S. A. Branch offices in 25 principal cities.



### **MAIL THIS COUPON FOR A 1940 CHECK-UP**

The Foxboro Company  
148 Neponset Avenue  
Foxboro, Mass.

Please send me, by mail, your new 40-page Bulletin 198-2, "Recording Thermometers" which, in addition to a complete review of types, specifications, ranges of 1940 Foxboro Recording Thermometers, also contains valuable installation suggestions.

Please send me, by mail, your newly revised 48-page Bulletin 200-4, "Meters for Steam, Liquids, Gas," which I understand will give me a good picture of meter service as well as design features and specifications.

Have your local Foxboro man phone me for an appointment, to discuss instrument needs.

Name \_\_\_\_\_ Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City and State \_\_\_\_\_

# **FOXBORO**

REG. U. S. PAT. OFF.

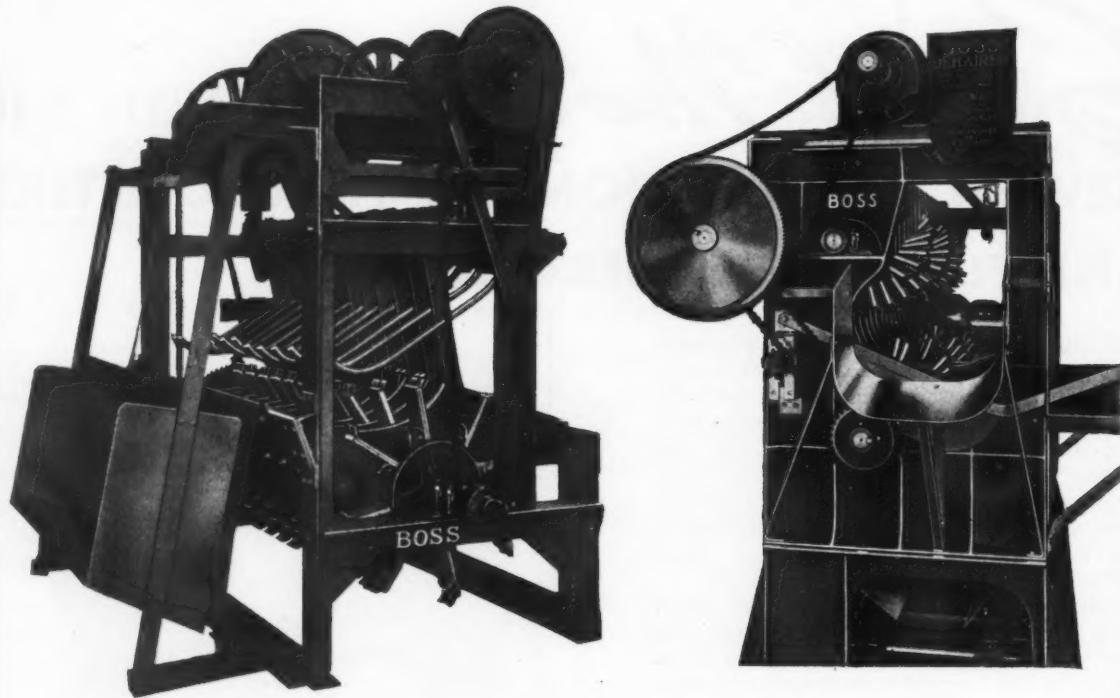
RECORDING CONTROLLING - INDICATING



**Instruments**

TEMPERATURE • LIQUID LEVEL  
PRESSURE • FLOW • HUMIDITY

# "BOSS" Dehairers Fill Every Need



Illustrations show the No. 118 Super Grate Dehairer to the left, and the No. 121 Standard Universal Dehairer to the right; these are the newest additions to the "BOSS" Dehairer Family.

During 1939 there were 33 additional "BOSS" Dehairers of various sizes shipped to hog slaughterers thruout the United States and one to Cuba.

These highly efficient machines, economical to operate and maintain, continue to hold their popularity after 24 years of definitely proving their dependability and the claim we make for them—that THEY CLEAN HOGS CLEAN.

"BOSS" Dehairers are furnished in the following styles, to meet the need of every hog killing department:

"BABY"—for the smaller plants.

"GRATE"—for medium plants.

"SUPER GRATE"—for plants with little operating space but larger production requirements.

"STANDARD UNIVERSAL"—with two scrapin shafts—for the plant with large capacity but limited space.

"JUMBO"—for the largest plants where space is ample and maximum operations are required.

## It's Always "BOSS" for Best Of Satisfactory Service



### The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards,  
Chicago, Ill.

Mfrs. "BOSS" Machines for Killing,  
Sausage Making, Rendering

FACTORY:  
1972-2008 Central Ave.  
Cincinnati, Ohio

GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio

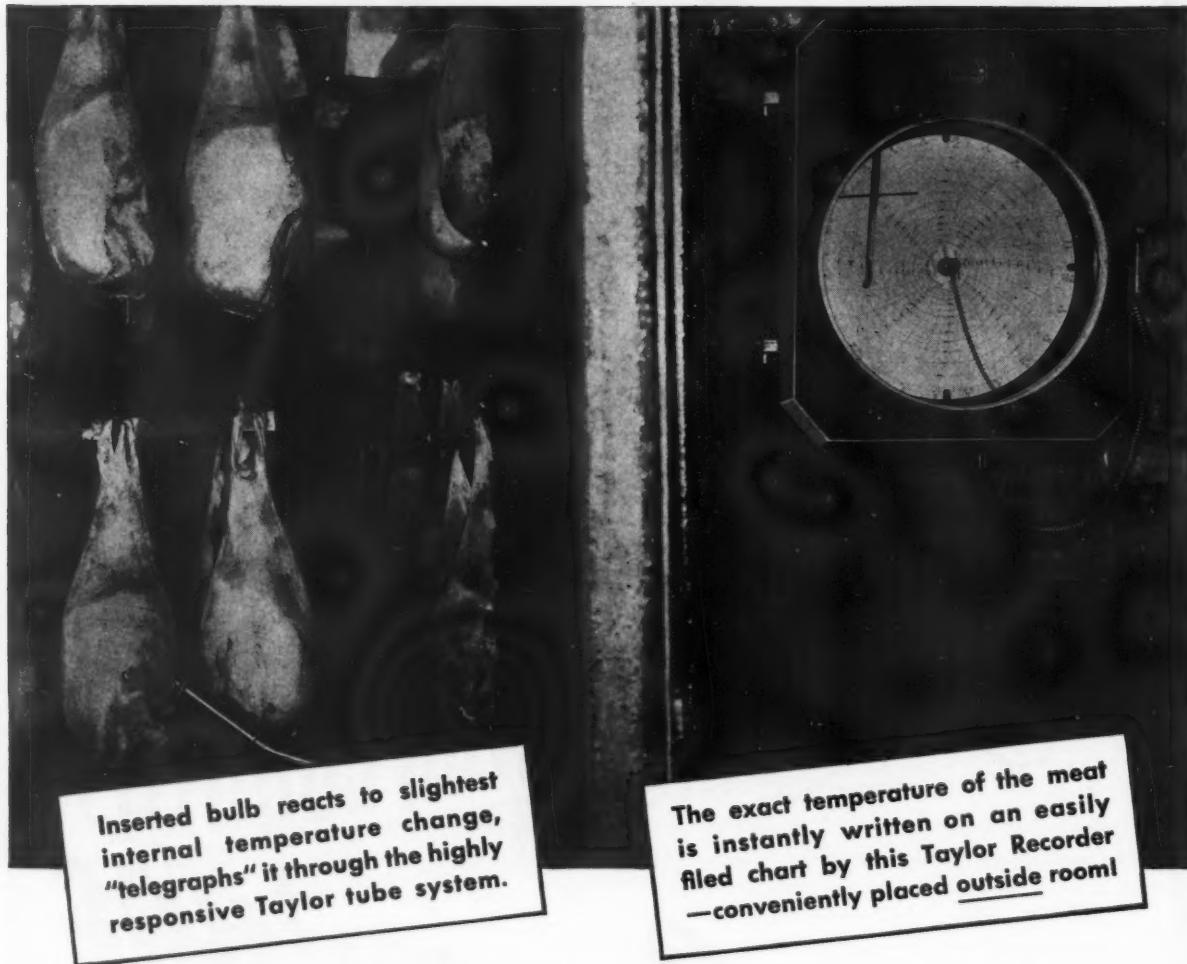
# BOARS HEAD



*Super Seasonings*

MADE ONLY BY  
**THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.**  
ESTABLISHED 1877

# NOW... READ INTERNAL MEAT TEMPERATURE OUTSIDE YOUR PROCESSING ROOM!



Inserted bulb reacts to slightest internal temperature change, "telegraphs" it through the highly responsive Taylor tube system.

The exact temperature of the meat is instantly written on an easily filed chart by this Taylor Recorder—conveniently placed outside room!

"JUST what we've always needed!" progressive packers are saying about this new Taylor development. And here's why:

This accurate recorder makes possible accurate reading and close regulation of important internal temperatures during pork boiling, ham smoking, and "tenderizing"—and other meat processing—without the need for stepping in and out of the room! Government inspectors appreciate this gesture.

And is this Taylor Temperature Recorder accurate! Even when the recorder is remote—even when the spe-

cial connecting tubing passes through extremes of heat and cold—it writes on the chart the exact internal meat temperature! Other features: The temperature-sensitive bulb is skewer-shaped for easy insertion. It's made entirely of stainless, non-corrosive steel. The flexible capillary tubing and protective armor are also of stainless steel.

#### It's Useful to YOU!

Use this highly sensitive yet ruggedly built Taylor Internal Meat Recording Thermometer in your processing rooms . . . and see what a difference it can make in your finished products—and in your profits! Write to us for more

facts today! Taylor Instrument Companies, Rochester, N. Y. Plant also in Toronto, Canada. Manufacturers in Great Britain: Short & Mason, Ltd., London, England.



# Economy Chassis

FOR  
HEAVY-DUTY  
HAULING



134-inch Chassis with Cab (95 or 85 hp). Dual wheels, heavy-duty and spare tires, auxiliary springs and factory-installed two-speed axle at extra cost.

**P**UT the kind of body you need on this Ford chassis and you've got a truck that will serve you long and economically.

That much could be said of last year's Ford Truck — and of all Ford Trucks before it. But the '40 is the best of them all — a rugged, dependable unit with many new features designed to cut your hauling costs.

Right now, when operating conditions are at their worst, is the time to put a Ford on your job. See if you can't actually fill more orders in a day's time. See if this truck won't stand up better than some of the heavy, costly types you may have used in the past. And, see if it doesn't cost you less to operate and maintain.

Get in touch with your Ford dealer, and ask him about an "on-the-job" test — a free demonstration that will give you the facts before you invest a cent.

## FORD IS THE OUTSTANDING TRUCK

### VALUE FOR 1940

3 ENGINE SIZES — 95, 85, 60 HP  
NEW SIMPLIFIED CHASSIS DESIGN  
NEW LONGITUDINAL FRONT SPRINGS  
STRONGER CAB CONSTRUCTION  
NEW SEALED-BEAM HEADLAMPS  
23 BODY TYPES, 19 CHASSIS TYPES  
NEW, MODERN STYLING  
INCREASED ENGINE ACCESSIBILITY  
INCREASED DRIVER COMFORT  
NEW INSTRUMENT PANEL

— and a combination of other new and time-improved features offered by no other truck at any price. See your Ford dealer for full data on prices, specifications and optional equipment.



# FORD TRUCKS

## AND COMMERCIAL CARS

Ford Motor Company, Builders of Ford V-8 and Mercury Cars, Ford Trucks, Commercial Cars, Station Wagons and Transit Buses

**Here's an Expert  
on Sausage Flavor...**

**She's a housewife . . . one of millions who are self-made experts on  
sausage flavor. And she's the one you have to sell!**

● That's one of the reasons we say that Armour's Natural Casings will do a better job for you . . . their porous texture permits the great smoke penetration that means a finer, tastier sausage—bigger sales—every time. After all, it's the smoking process that gives so many sausages their distinctive, tangy flavor . . . has made them a favorite American dish. And natural casings insure your product that full-smoked goodness.

There are other reasons, too, why Armour's

Natural Casings are your logical choice. Being flexible, they cling tightly to the sausages, giving them a fresh, well-filled appearance at all times. They have the natural ability to keep your sausages juicy and appetizing. And the strict Armour standards of grading and processing are your guarantee of highest quality.

Give your next order to your local Armour Branch House. It's a sound step in the right direction—toward better sausage and bigger sales.

**ARMOUR'S NATURAL CASINGS**  
ARMOUR and COMPANY • CHICAGO

# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

JANUARY 13, 1940

## Time and Motion Studies Point Way to Better Plant Efficiency

A COMPARISON of packers' annual earning statements for the past five years reveals this interesting fact—some packers have shown outstanding results year after year, regardless of livestock cost and supply, economic conditions and product selling prices. These packers, without exception, have highly efficient plants.

The significance of this fact is not lost on all members of the industry. No packer will contend that high processing efficiency is sufficient to overcome adverse economic conditions or to offset inexpert management. But the fact that efficient plants have been able to make a better showing than others when the going was difficult, and to earn relatively greater profits when conditions were favorable for industry operation, should cause the thinking packinghouse executive to consider whether or not he has given production as much attention as it deserves.

Cost of processing meat is increasing. This cost is not affected to an appreciable extent by livestock costs, product selling prices and conditions outside the plant. Production costs are high or low depending on plant layout and the facilities available for reducing waste and loss and handling product economically.

### Productive and Unproductive Labor

These factors influence production efficiency because they determine the degree of effectiveness with which labor can be used. This is true whether plant efficiency is determined by the unit cost of processing product, or is based on volume of production per employee per unit of the time. Studies



to reduce production cost and increase production efficiency, therefore, can logically start with time and motion studies of labor operations.

Packers are finding it helpful to revise their thinking on productive and unproductive labor as the first step in efforts to improve plant efficiency. It has been the custom in the meat industry to classify productive labor as that performed in the plant, and unproductive labor as that done outside the plant. But is all plant labor productive? Obviously it is not. The distinction between productive and unproductive labor which is being made by some packers and packinghouse engineers can be clarified by analyzing a typical packinghouse operation.

The number of pounds of sausage linked during a working day is the measure of the efficiency of a sausage linking set-up. Production of linked sausage depends on the rate at which product is supplied to linkers, the skill and endurance of the linkers and the time they spend making links.

### Operations Which Increase Linking Costs

Effort used in finding the end of a length of sausage, freeing it from a pile of product and placing it in position for linking is not expended by the worker at the task for which she is paid and in the consummation of which the packer or sausage manufacturer is primarily interested.

Placing linked sausage on sticks preparatory to hanging it on cages of trucks requires time out from linking and increases the cost of the linking operation.

Time spent by a linker in walking from the stuff-

(Continued on page 45.)

## Armour 1939 Net Over \$7,012,000; 1940 Begins Well

ARMOUR and Company has reported consolidated net earnings of \$7,012,057 for the fiscal year ended October 28, 1939. Preferred stock dividends of the Delaware company totaling



G. A. EASTWOOD

\$3,746,890 were paid out of this, leaving a balance to surplus of \$3,265,167.38. Sales in 1939 totaled \$715,318,909, a dollar volume about 1 per cent smaller than in 1938, but the tonnage volume was approximately 1 per cent larger. Decline in dollar volume was due to the fact that the overall average of prices was lower.

The year started with a succession of monthly losses, president George A. Eastwood said in his message transmitting the report to stockholders. Improvement set in during the summer "and the trend at the close of the fiscal year augurs well for 1940."

The company closed its year with consolidated working capital of \$102,267,226, an increase of \$2,118,273 for the year. Current assets at the close of the period totaled \$142,732,361, of which \$22,262,859 was cash; \$37,293,880 was in notes and accounts receivable; \$81,973,447 in inventories of products and supplies; \$671,945 in inter-company accounts receivable, and \$530,230 as net equity in foreign exchange contracts.

Current liabilities totaled \$40,465,136, of which \$17,651,161 was in notes payable; \$8,000,156 in accounts payable; \$1,985,599 in accrued liabilities; \$8,269,218 in income tax and social security and other tax reserves, and serial notes and sinking fund requirements amounted to \$4,559,000. A reserve of \$8,146,128.75 is maintained against "unjust enrichment tax" liability.

### Not Due to Price Rise

"Improvement in results which began last summer was not due to any substantial increase in prices," Mr. Eastwood said. "An increased volume, particularly in the pork division, was beneficial from an operating cost standpoint and an increase in country-wide employment resulted in better consumer buying power."

Subsidiary operations gave a good account of themselves during the year, Mr. Eastwood reported. These included South American activities, leather, wool, fertilizer, soap etc. "Our foreign business from this country was all that could be expected in the circumstances," the

president declared. "Europe wasn't a good market last year, not because the countries there had enough foodstuffs, but because price and exchange restrictions, quotas and blockades did not permit satisfactory trading."

Attention was called to new products, both edible and inedible, developed during the year, and to the fact that depreciation on South American plants has been increased, bringing an increase of \$505,000 in the consolidated provision for depreciation for the current year.

The report also pointed out the restoration to earned surplus of an amount totaling \$1,536,030, arising out of a reserve for contingencies which was provided to cover a possible additional federal income tax over and above that provided for in current liabilities, as well as to the progress being made toward the consolidation of Armour and Company of Illinois and Armour and Company of Delaware, its subsidiary.

The consolidated income and surplus statement of Armour and Company and its subsidiaries, including Armour and Company of Delaware and its domestic and foreign subsidiaries, for the year ended October 28, 1939, follows:

#### INCOME AND SURPLUS STATEMENT

Gross sales and operating revenues, less allowances .....	\$715,318,909.77
Cost of sales.....	645,254,352.53
	<hr/>
Net realized loss on foreign exchange transactions .....	\$ 70,064,557.24
	<hr/>
Selling, advertising, general and administrative expenses. ....	\$41,714,141.59
Provision for depreciation .....	6,386,470.55
Taxes (other than miscellaneous and federal income taxes) .....	8,495,642.13
Contribution to em- ployee's pension fund .....	600,000.00
	<hr/>
	57,196,254.27
	<hr/>
Other income: Dividends and interest received .....	\$381,497.04
Equity in current year net income Winslow Bros. & Smith Co., 694,453.52	
Miscellaneous other income .....	78,590.60
	<hr/>
	1,154,541.16
	<hr/>
Income deductions: Loss on sale of real estate .....	\$133,173.32
Miscellaneous income deductions .....	117,520.90
Interest and debt amor- tization discount and expense .....	
Current debt .....	\$418,460.43
Funded debt .....	3,307,521.13
	<hr/>
	3,976,675.78
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Provision for federal in- come taxes .....	\$ 9,654,396.83
	<hr/>
	1,921,903.19
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	\$ 7,732,493.64
	<hr/>
Minority equity in net income of subsidiary companies .....	21,341.26
	<hr/>
	\$ 7,711,152.38
Unrealized loss arising from fluc- tuation of foreign exchange rates .....	\$ 699,005.00
	<hr/>
Net income before deducting dividends paid on Armour and Company of Delaware preferred stock .....	\$ 7,012,057.38
Dividends paid (as above) .....	3,746,890.00
	<hr/>
Balance transferred to surplus.....	\$ 3,265,167.38
	<hr/>
Surplus, October 28, 1939:	
Capital and paid-in surplus .....	\$37,430,629.06
Appropriated .....	7,544,974.23
Unappropriated .....	3,842,938.20
	<hr/>
Total surplus .....	\$ 48,818,541.49

Mr. Eastwood undertook the management of the company as its president

(Continued on page 47.)

## Morrell Doubles Net; Tonnage and Dollar Sales Rise

JOHN MORRELL & CO. made a profit of a little over  $\frac{1}{4}$ c per pound of product sold during the fiscal year ended October 28, 1939. Profit was 2.18c per dollar of sales and totaled \$2,149,871.46 compared with net of \$1,016,227 in the 1938 fiscal year. Sales in 1939 showed a tonnage increase of 10.66 per cent and expansion of 8.5 per cent in dollar volume over the preceding year. For the first time the English companies were shown as an investment instead of having their assets and liabilities consolidated in the balance sheets as previously submitted.



T. H. FOSTER

"The change has been made in the interests of conservatism in view of the disturbed and uncertain European situation," President T. Henry Foster explained in his letter to stockholders.

The consolidated profit and loss statement for the year follows:

#### PROFIT AND LOSS STATEMENT

Net sales (American companies) .....	\$92,416,885.77
Net sales (English companies) .....	6,292,408.00

Operating profit of American companies after expenses, in- cluding repairs and property maintenance but before depreci- ation, taxes and in- terest .....	\$ 4,209,367.01
Miscellaneous income. ....	18,464.10

Deduct:	
Provision for depre- ciation .....	\$ 674,572.24
State and local tax- es, including so- cial security taxes .....	872,911.13
Interest charges ...	86,701.05

Net profit (American companies) be- fore providing for federal income taxes .....	\$ 2,503,646.72
Provision for federal income taxes..	473,325.05

Net profit (American companies) ...	\$ 2,120,320.77
Add—net profit on operations of Eng- lish subsidiaries .....	29,550.69

Net profit all companies.....	\$ 2,149,871.46
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#### SURPLUS STATEMENT

Earned surplus:	
Balance Oct. 29, 1938.....	\$ 6,278,515.13

Net profit for fiscal year ended Oct. 28, 1939 .....	2,149,871.46
	\$ 8,428,386.50

Deduct dividends declared and paid during year .....	772,146.00
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Surplus, October 28, 1939.....	\$ 7,656,240.59
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Combined sales of the American and English companies totaled \$98,709,293.77. Sales of the American companies were \$92,416,885.77 and sales by the English amounted to \$6,292,408.00. Net profit of the American companies was \$2,120,320.77 and for the English subsidiaries was \$29,550.69.

(Continued on page 47.)

# AIDS TO GREATER PACKER DELIVERY EFFICIENCY

## New Meat Distribution Equipment of Interest To Packers and Their Delivery Executives

T WAS common practice in the meat industry a few years ago to retire delivery trucks after they had been in service for a certain period or had been operated a certain number of miles. It was soon learned that such a policy was uneconomical. Some trucks were kept in use after they had become unreliable and expensive to operate, while others, capable of providing efficient, economical service, were traded in.

Much care is taken today to obtain all of the efficient service each meat delivery vehicle can render. Maintenance expense and operating cost of each truck are watched and the point at which each is replaced is determined by mechanical condition as reflected on the operating cost sheet. Replacement vehicles are selected carefully for the routes to which they will be assigned and the work they will be required to do.

### Four New Trucks

Present-day replacement policies require an understanding of the conditions on each route, a broad knowledge of truck and body types and designs and the ability to select equipment which will meet individual route requirements in the most satisfactory and economical manner.

New truck models, developments in vehicle and body design and construction, legislation affecting the use of trucks on the public highways, new truck refrigerating systems, etc., are some of the subjects with which the packing company official responsible for high distribution efficiency and low truck



operating costs must be familiar.

New trucks suitable for meat distribution announced recently include four heavy duty, cab-over-engine Internationals. These are models D-500, DR-500, DS-500 and DR-700. The three former have capacity ratings of 12,300 lbs. and the DR-700 has a capacity rating of 18,900 lbs., including cab, body, equipment and payload in all instances.

Model D-500 has spiral bevel, gear-drive rear axle; model DS-500, a two-speed rear axle; Models DR-500 and DR-700, double reduction drive rear axles. All models are available with 94-, 106- and 124-in. wheelbases. Model DR-700 may also be obtained with a 142-in. wheelbase.

These new Internationals may be used as straight trucks or as truck-tractors. They are especially adapted for work where short overall length is an operating advantage or a legal necessity.

### NEW HEAVY DUTY UNITS

Gasoline motor which operates the refrigerating system is housed in a compartment in "nose" of the trailer. Wilson & Co. recently placed ten of these units in service. Bodies are equipped with rails and are designed to carry heavy loads of carcass meat.

### NEW MEAT TRUCK MODEL

International DR-700's. These are available with 94-, 106-, 124-, and 142-in. wheelbases. Engine has 401 cu. in. displacement and develops 114 maximum brake horsepower at 2,600 r.p.m. The model may also be equipped with an engine having 451 cu. in. displacement.

Compact construction results in less truck or tractor-trailer overall length and gives proportionately greater load space length.

Chassis layouts are similar in many respects to conventional designs. Power plant of these models differs mainly in that gearshift and brake levers arch forward over the engine. The gearshift lever knob is in approximately the customary location with respect to the driver's seat. Steering gear is mounted ahead of front axle.

### Engine Design

Engines are the valve-in-head, six-cylinder type. Engine of model D-500 has a displacement of 298 cu. in. and develops 93.7 maximum brake horsepower at 2,800 r.p.m. and a maximum torque of 218 ft. lbs. at 1,600 r.p.m. Cylinder bore is 3 1/4 in. and stroke is 4 1/2 in. Many model D-500's are expected to be used in highway transport service. A 361 cu. in. displacement engine is available for this work which develops a maximum of 111 h.p. at 2,700 r.p.m. and a maximum torque of 269 ft. lbs. when operating at a speed of 1,500 r.p.m.

Engine of model DR-700 has a displacement of 401 cu. in., and develops 114 maximum brake horsepower at 2,600 r.p.m. and a maximum torque of 308 ft. lbs. at 800 r.p.m. An engine with a displacement of 401 cu. in. is also available for this model. Cylinders of all models are individually replaceable and each is equipped with 5-speed transmission.

Oil bath air cleaners are installed. Engine is lubricated by full pressure, through an oil filter, to all working parts, including main and connecting



rod bearings, cam-shaft, piston pins and rocker arms.

Each D-500 model has hydraulic brakes. A vacuum power unit is standard equipment. Heavy duty, two-shoe, rigid-anchor type air brakes are installed on model DR-700. Shoes are mounted to provide uniform braking. Constant lift type cams give the same amount of force for each degree of rotation of the cam-shaft. This assures constant braking force for the life of the brake lining. An air-operated clutch is also used on the DR-700. Clutch and brake pedals are of the treadle type.

Access to power plant, valves, spark plugs, carburetor, distributor, clutch and other units is gained by removing tunnel cover, floor boards and seat covers. Routine service operations and overhauls are thus simplified and speeded up.

Engine, including transmission and propeller shaft brake, can be removed through front of cab. Unit rests on rollers in the frame and can be removed after the various attaching parts have been disconnected and the front cab section, including radiator, dismounted.

Some packers and sausage manufacturers have had the opportunity to see the truck shown in the accompanying illustrations. Because of the new methods of body construction employed, this unit is interesting to everyone who must evaluate meat delivery equipment.

Outside body dimensions are 11 ft. 3 1/2 in. long, 6 ft. 7 1/2 in. wide and 6 ft. 1 1/2 in. high. Inside body dimensions are 11 ft. long, 6 ft. 3 1/4 in. wide and 4 ft. 11 1/2 in. high.

There are two doors. Curb door is 30 in. wide and is located just ahead of wheel housing cut-out. Rear door is 36 in. wide and is placed in center of rear end. High tensile strength cross beams are used between floor and frame. These are shaped to provide maximum strength with minimum weight. Body corners have a radius of 5% in. They are 16 gauge steel and are insulated with Dry-Zero. Scale weights of this truck are:

	lbs.
Chassis .....	4,350
Body .....	1,840
Kold-Hold plates and brackets .....	690
Compressor .....	670
Total .....	7,550

Body was built by the Met-L-Wood Corp., Chicago. It is insulated with Silvercel panels. These are made up of one or more layers of Silvercote separated by air spaces. Silvercote is a reflective type of insulation constructed of two layers of a non-tarnishing, polished metal fastened together by an asphalt adhesive over a fibrous core. This core is said to prevent brittleness in the metal.

The K value of Silvercote is given as .33 B.t.u. in the Refrigeration Data Book, and the U factor for three-layer wall construction as .074 and for two-layer construction as .092. Two or three layers are recommended for insulating high temperature truck bodies. Eight layers in roof and floor and six layers in side walls are required in bodies in which low temperatures will be maintained.

In the body illustrated the Silvercel wall is enclosed with Met-L-Wood panels to give rigidity and protect the insulation. The result is a wall of box beam construction. The aim of the builders was to produce a lightweight body of great strength and ruggedness in which the efficiency of the insulation would not be affected by moisture infiltration.

#### New Wilson Trucks

Ten interesting semi-trailer units were added recently to the truck delivery fleet of Wilson & Co. One of these jobs is shown on page 13.

The bodies are equipped with rails. The trucks are used in general delivery service, for transporting heavy loads long distances, and in service between plants and branch houses. As much as 25,000 lbs. of carcass meat can be hung from the ceiling of one of the bodies.

A feature of these trucks, in addition to their pleasing appearance, is a closed compartment in the "nose" in which the gasoline motor of the truck refrigerating system is installed. This motor, frequently placed on a shelf outside the body, operates the brine pump and the fan of the small unit cooler, through the coils of which the cold brine is circulated. The semi-trailers were manufactured by the Freighauf Trailer Co., Detroit.



NEW CONSTRUCTION METHODS USED

Aim of the builder of the truck body shown above and below was to produce a lightweight, rugged body that would maintain uniform service and insulating efficiencies over a long period. Design and construction features of this body are described in the accompanying article.



#### TRY STAMP PLAN VARIATION

The Department of Agriculture's stamp plan of surplus commodity distribution developed an interesting new slant last month when the California state relief administration gained permission from the Federal Surplus Commodities Corporation to act as agent for the latter throughout the state for the sale of the surplus food stamps.

Heretofore, all contracts entered into by the FSCC have been with local or city relief administrators. The contract gives the state relief administration authority to designate areas or cities where the stamp plan will become operative. Agreements must be negotiated with county and local relief administrations, however, before the distribution can be introduced in any new area.

# OPEN HOUSE

## Eastern Packer Finds It Effective Aid in Public Relations

FOR the fourth consecutive year, Sperry & Barnes Co., pork packer of New Haven, Conn., has demonstrated the thorough interest of the general public in the operation of a meat packing and processing plant through the medium of the open house.

Commenting on the firm's most recent open house, held on November 26, E. H. Cramsie, Sperry & Barnes' manager, said:

"I am personally enthusiastic over the open house idea as a builder of corporation good will and very strongly endorse its use to all who seek to improve their relationship with the general public at minimum of cost."

During the company's latest open house a steady file of visitors, not only from New Haven, but also from many cities and towns within a radius of 30 miles, passed through the plant. Included among the guests were officials from the city of New Haven and representatives of many cities and towns in the state, as well as prominent meat dealers from all sections of Connecticut.

### Informing the Public

The company used the local newspapers and radio announcements in inviting the public. In addition, thousands of fliers were distributed by salesmen to dealers who, in turn, distributed them to consumers.

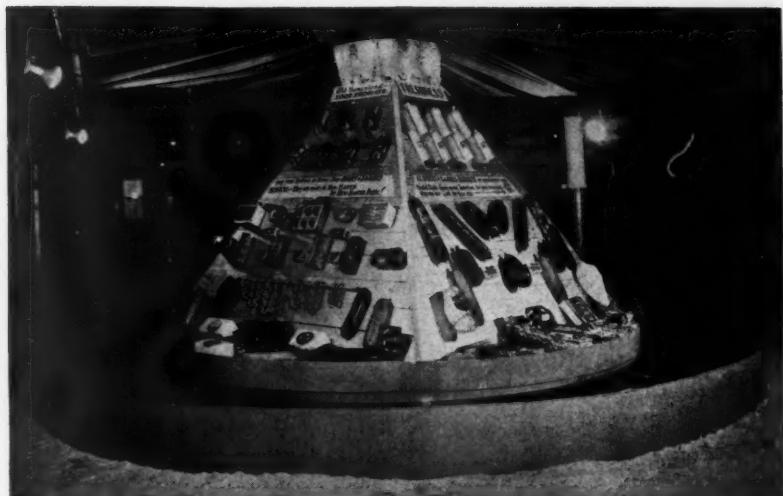
The company's fleet of trucks made a spectacular appearance lined up in front of the plant as the guests passed through the grounds.

Many novel displays had been arranged, including a burlesque of a recent Harvard and Yale football game. Carcasses of 22 pigs arrayed in complete football attire were lined up in team formation with realistic stadium atmosphere.

Another feature that evoked applause was a moving pyramidal display of sausage and meat products revolving within a circular pool from which spouted fountains of water, colored by shifting hues of light.

Analyzing the purpose and results of the open house, Mr. Cramsie declared:

"I have always had an intense interest in this particular branch of public relations activity for I feel that there is nothing quite so forceful in building up public good will as actual contact



A FEATURE OF OPEN HOUSE DAY

This eye-catching display of product was one of the features of the fourth annual open house of Sperry & Barnes Co., New Haven, Conn. Surrounded by a pool of water with spraying fountains, which reflected light from multi-colored electric bulbs, the revolving pyramid displayed many meats and meat products to interested visitors.

with the public. It seems to bridge that great gulf of misunderstanding that often exists between a large corporation and the public.

"Here, at close range, they quickly see that a corporation is made up of people just like themselves and, if prejudice exists, it quickly melts away with a newer and broader understanding of things arising in its place as they leave the plant after a visit.

"It creates a better feeling in the community. This particular thought has been expressed to me many times by leaders in social and civic circles.

"During these open house events

every precaution is taken to guard against accident, and we are glad to say that in the last three years more than 34,000 people have passed through our plant without a single accident.

"While I decline to state positively that the open house is a medium for securing immediate new business, there was a definite indication of new business attributed to it this year. This was evident in the immediate signing up of new dealers and an increase in sales of sausage and our new tender frankfurts. There was a definite increase in our business volume in the week following the open house."



WHERE THE CUTS COME FROM

At the recent opening of the new plant of Neuhoff Bros., Packers, at Dallas, Tex., strips of black tape were effectively utilized to show visitors from which part of the carcass various familiar cuts are derived. Other packers should find this a simple and effective way of demonstrating source of meat cuts in their merchandising or cutting exhibits.

# Step Up Sliced Bacon Production

Sliced bacon, cellophane wrapped, under your own brand name, is profitable business, provided the appearance of your bacon has plenty of eye appeal and your slicing and wrapping costs are not prohibitive.

Now, there is one sure way to preserve that "natural bloom" which presents packaged bacon at its best; that is to keep bacon at a higher temperature during the handling stages from cooler to slicing room to retailer.

The U. S. Heavy Duty Bacon Slicer slices bacon at a temperature of 32 to 35 degrees F. In other words, bacon does not have to be "sharp frozen." Slices do not crack when folded, nor will fat separate from lean, leaving gaps or ragged edges. You will also find that employees are healthier and do better work in rooms where the temperature can be as high as 60 degrees F.

The U. S. is a most efficient unit. It takes slabs up to 27" long, 13 1/2" wide and 4" thick. In a straight line onto the conveyor, the bacon is shingled in even slices, equidistant from each other. The groupers can readily estimate how many slices of each type or thickness go into a package. Next, the scalers weigh the packages and rarely find it necessary to add an extra slice. Now, the bacon is ready for the wrappers and boxers seated on either side of the moving conveyor.

The speed can be adjusted to keep a production line of 14 to 16 workers busy, delivering an output of as much as 8,000 pounds in an 8-hour day (1-pound and 1/2-pound packets). On the other hand, the U. S. can be slowed down to accommodate 3 or 4 workers for the plant with an output as low as 6,000 pounds of sliced bacon a week.

## COMBINATION UNITS

Bacon and Dried Beef—For the firm with limited output of both bacon and dried beef, the U. S. Combination Machine is recommended. Shift one gear and it changes from slicing bacon any thickness to slicing dried beef  $\frac{1}{64}$ " thin at a speed of 400 slices per minute.

All Boneless Meats—if your capacity is less than 4,000 pounds a week of sliced bacon, dried beef, chip steaks and boneless sliced ham, consider the Model 150-B, a well built unit with Continuous Feed and Moving Conveyor, that takes meats up to 24" long, 9 1/2" wide and 5 1/4" high. It will either shingle or stack slices any thickness from  $\frac{1}{64}$ " to  $\frac{1}{16}$ ".

Records of performance of U. S. Heavy Duty Slicers in various size plants will be sent on request, with catalog of modern slicing equipment. Write U. S. Slicing Machine Co., La Porte, Ind.



Three views of U. S. installation in the plant of Kingan & Company, Indianapolis.

(ADVERTISEMENT)

## Economics of Stamp Plan Is Explained

ECONOMICS of the food stamp plan for utilization of surplus commodities and the administrative set-up of the plan were explained and discussed at a recent joint meeting of the Chicago chapter of the American Marketing Association and of the American Statistical Association.

Milo R. Perkins, head of the Federal Surplus Commodities Corp. and associate administrator of the Agricultural Adjustment Administration, explained the government's reasons for undertaking this plan and its methods of development and administration. Prof. Melchior Palyi, economist for a Chicago investment banker and former economist of the Deutsche Bank of Berlin, participated with H. B. Arthur, economist of Swift & Company, in a discussion period which was held following Mr. Perkins' talk.

### For Surplus Products Only

Mr. Perkins said that there are 22½ million people in the country who have an average of 5¢ to spend for each meal. At the same time, large surpluses of certain foods are available. Officials of the U. S. Department of Agriculture believe that disastrously low prices to producers can be avoided by diverting these surpluses into relief channels and, at the same time, nutrition of low-income consumers can be improved.

Months of consultation with the food trades took place before the program was put into effect. A plan was developed by which added purchasing power made available would be used for surplus foods rather than for increased purchases of other commodities. This was done through use of stamps, blue stamps for the purchase of surplus foods being made available only in conjunction with purchase of orange stamps.

### How Stamps Are Used

A study of the use of the blue stamps indicates that 25 per cent are being spent for butter, 25 per cent for eggs, and smaller percentages for other commodities. Mr. Perkins pointed out that demand appears to be greater for such products as butter, eggs, lard and meat, the latter having only recently been added to the list, than for such staple products as flour in terms of bread. Mr. Perkins reported large purchases of surplus pork products were made with blue stamps over the holidays.

Messrs. Arthur, Palyi and others raised questions as to the effect of the plan on consumer groups in income classes immediately above those on relief; as to the possible encouragement of over-production in agriculture, and as to the effect on business and the public in increased taxes, as well as on relief recipients.

Many questions could not be answered

since the plan has not been in effect long enough for its economic consequences to become fully apparent. Chief current benefits cited were the absorption of surplus commodities and improvement in diet of persons on relief who live in areas where the plan is now operating including about 25 cities scattered throughout the nation.

S. Teitelman, Armour and Company, is program committee chairman of the Chicago chapter of the American Marketing Association, and Donald R. G. Cowan, Swift & Company, is a director of the organization. This association has for its purpose "the advancement of science in marketing."

## A MEAL WITHOUT MEAT IS A MEAL INCOMPLETE

A MEAL without meat is a meal incomplete."

So reads an advertising slogan devised by the Institute of American Meat Packers and intended to be used continuously by meat packers, wholesalers, retailers, and others in national and local advertising. The slogan is being received enthusiastically by all elements in the meat business.

Says the Institute, in a leaflet entitled "The Birth of An Idea":

"The same slogan used continuously by all advertisers concerned with the merchandising of the same product produces gratifying results. Many industries have found this to be true.

"Everybody recognizes the desirability of stimulating a greater demand for meat and for countering the propaganda of those who are prejudiced against it for one strange reason or another.

"We suggest to producers, meat packers, wholesalers, retailers—the entire meat industry from the ranch and farm to the table—the use of the slogan:

A Meal Without Meat  
Is a Meal Incomplete

"There is the idea, just born. Nourished by widespread and continuous use by its foster parents in every way to keep it persistently before the public soon will result in the 'baby' growing into a strapping, scrappy giant.

"We suggest use right away in advertisements or in any way felt to be appropriate. The slogan takes up but little space. It has merit. It looks well even in a one column wide newspaper advertisement. Later on the Institute will have some interesting news about stickers, postal meter indicia, signs, posters, cuts, designs, etc."

## WAGE-HOUR ENFORCEMENT

The Fair Labor Standards Act, known as the wage-hour law, has been held constitutional in separate actions by four federal judges and its enforcement has encountered only two adverse decisions in 139 legal actions begun by the Department of Justice. These facts were contained in the first annual report of the wage and hour division of the U. S. Department of Labor to Congress.

Activities of the division have been decentralized into 15 regions, the report stated, and over 1,000 complaints per week are being received by wage-hour offices. More than half of these concern overtime pay. The division expects to have 700 inspectors in the field by the end of June.

The report stated that more than 650,000 workers in the United States "presumably" have received wage increases complying with the 30-cent minimum which became effective last October 24, "without any noticeable dislocation of employment," and that nearly 2,400,000 wage earners have had their workweek shortened to 42 hours or paid time and one-half for overtime.

Although 42 bills to amend the act are pending in Congress, the report stated that administrator Col. Philip B. Fleming "is not prepared at the present time to make any recommendations for additional legislation."

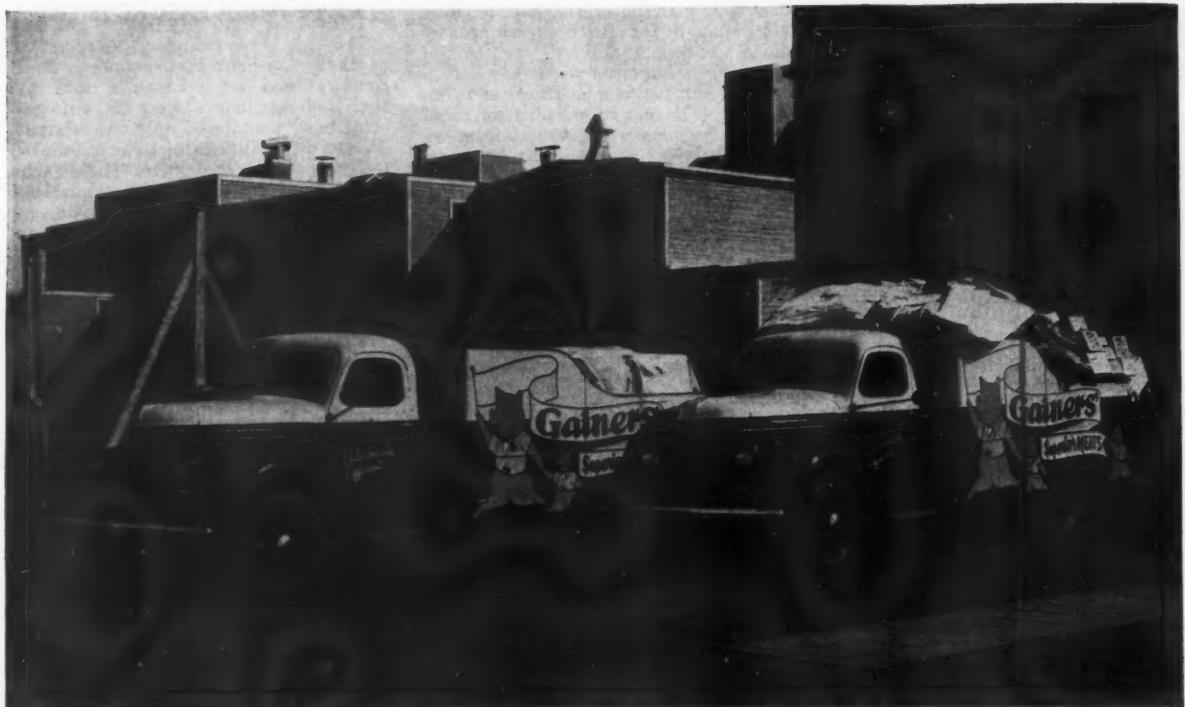
## HAM CURERS ASK EXEMPTION

Hearing was held in Washington this week before a wage-hour administration examiner on the application for exemption as a seasonal industry, of "peanut-fed, long process, non-refrigerated meat curing" from the maximum hours provisions of the wage-hour act. Application was made by the Virginia-Smithfield Meat Packers Association and other parties whose activities were described as "curing by a long cure process of jowls, shoulders, sides and hams from peanut-fed hogs without the aid of artificial refrigeration."

The examiner was to take testimony and determine whether such curing is a seasonal industry; whether the curing is an industry or branch of an industry, whether its activities occur during regularly recurring seasons, and whether operations are suspended during other seasons.

## STATE UNEMPLOYMENT TAX

Packers subject to unemployment compensation laws in the various states can save money by paying their state contributions before January 31. Unless these contributions and any delinquent payments for 1939 are made by that date, the employer will not be able to get a full 90 per cent credit on his federal excise tax under the social security act. In addition to losing this credit, he may have to pay interest on his unpaid state tax.



Two International 1½-ton Model D-30 Trucks Used by Gainer's, Ltd., wholesale meat firm in Edmonton, Alta., Canada. They also use other Internationals in Calgary.

## **It Takes a TRUCK ENGINE to Stand the Gaff!**

A passenger car engine is called on to deliver from a *fourth* to a *half* of its full power most of the time. The average heavy-duty TRUCK engine delivers from *three-fourths* to *all* of its power just about all of its working time.

In terms of delivered energy the output of a TRUCK engine is perhaps *four times as great* per mile of travel. If the average car is disposed of at 50,000 miles, hundreds of hard-working trucks should be entitled to retirement in a few months' time. Nothing could be further from the minds of either the builder or the owner of

the good truck. Thousands of International Trucks have traveled upwards of *two or three hundred thousand miles*, every mile a truck mile.

The automobile tests many a fine quality in an engine, but the TRUCK puts up with *a great deal more!* For more than a generation the builders of International Trucks have built ALL-TRUCK trucks—and TRUCKS ONLY. This will give you some idea as to why truck buyers prefer Internationals.

Remember that International sizes range from  $\frac{1}{2}$ -ton to powerful 6-wheelers.

*See any International dealer or Company-owned branch.*

**INTERNATIONAL HARVESTER COMPANY  
(Incorporated)**

180 North Michigan Avenue

Chicago, Illinois

# **INTERNATIONAL TRUCKS**

# PROCESSING Methods

## HAND STRIPPING INCREASES YIELD

An Iowa cattle slaughterer is reported to be stripping guts by hand before dropping them into the hasher. Such stripping is said to bring an increase in tallow yield which is more than sufficient to pay for the additional labor involved. The increase in tallow yield is apparently due to improved elimination of gut contents which absorb tallow, which cannot be recovered in the hydraulic press or expeller.

No information is available on the effect of hand stripping on tallow color in this particular plant. Renderers say, however, that the practice would probably be helpful in eliminating any green tint. Machine stripping before hashing and washing is said not to be as effective in increasing tallow yield as hand stripping.

## GERMICIDAL LAMP COVERAGE

A Southern sausage maker wishes to know the effective area covered by individual germicidal lamps in a cooler installation designed to prevent development of slime and mold on product. He writes:

EDITOR THE NATIONAL PROVISIONER:

Can you give us the approximate area over which rays from germicidal lamps such as the Sterilamp are effective? We have been considering an installation of this type for our sales cooler and wish to get an idea how many lamps would be required.

A 12- by 16-ft. frankfurter cooler described in a recent issue of THE NATIONAL PROVISIONER contains five of the 30-in. lamps. Where amount of air movement necessary for good refrigeration is maintained, a normal installation will run about one lamp for each 30 sq. ft. of floor space in smaller coolers and one lamp for each 35 or 40 sq. ft. in larger coolers. The lamps cover a larger area in the larger coolers because of the advantage of cross-radiation.

## STORING FAT PORK CUTS

A small packer wants to put fat pork cuts in the freezer to hold until next summer. He asks:

EDITOR THE NATIONAL PROVISIONER:

We are about ready to put jowls, back fat and side pork into the freezer to hold until later in the year. How cold should the freezer be? Is it better to put the meat in the freezer fresh or cured? Is it necessary to go to the expense of putting it into boxes?

As this product is to be held for a long time it would be better to cure it

in dry salt for about 60 days and then pack it away in the freezer. It should be well banked with salt to keep out the air and prevent discoloration and rancidity of the fat. This banking in the freezer is done just as the product is handled in dry salt cure except there is no overhauling. With plenty of salt between layers of meat, and plenty of salt on the outside, there probably would be no difficulty in separating the pieces at the time that they come from the freezer.

It is customary to freeze meat at from 5 to 10 degs. F. below zero and then to transfer the product to a storage freezer at about 10 degs. F. above zero. However, meat handled as suggested here, particularly fat cuts, could be frozen at around zero or 10 degs. above and held at this temperature until ready for use. Such cuts cannot be held indefinitely, however.

## A Complete Formula Book on SAUSAGE And Meat Specialties

→A volume of practical ideas on the layout and equipment of sausage plants of varying size; descriptions of materials used in sausage and meat specialty manufacture; formulas and operating directions; discussions of operating troubles and means of overcoming them, and an outline of major regulations prevailing in control of sausage manufacture.

→Place your order now for this Volume 3 of the Packer's Encyclopedia. The price postpaid is \$5.00.

THE NATIONAL PROVISIONER  
407 So. Dearborn St., Chicago, Ill.

Enclosed is check or money order for \$5.00 for copy of "Sausage and Meat Specialties."

Name .....

Street .....

City .....

## PELLA PORK BOLOGNA?

A Midwestern packer reports that he has recently eaten a smoked country style bologna and wants to know if there is any information available on how to make it. He says:

EDITOR THE NATIONAL PROVISIONER:

When out in Southeastern Iowa recently I had some country-made bologna which was delicious and different from any commercial product I had ever eaten. It was composed chiefly of pork, coarse-cut and seasoned with a touch of garlic. It was stuffed in a large hog casing and smoked. Some one told me it was called Pella bologna. Do you know how this product is made?

THE NATIONAL PROVISIONER does not have any information on Pella bologna, but some of its readers may have. From the description, the product sounds a good deal like Polish bologna or sausage. It also sounds as though it might be one of the old-style bolognas or a mettwurst type sausage. Most of these contain a high proportion of pork.

It is possible, of course, that the sausage described by the enquirer was country style smoked pork sausage which is sometimes well-cooked in the smokehouse and highly flavored.

While much of the bologna made nowadays is fine-cut, resembling frankfurter meat in texture, some localities prefer a coarse-cut product.

## ALL-BEEF GARLIC SAUSAGE

An Eastern packer wants a formula for kosher style garlic sausage. He writes:

EDITOR THE NATIONAL PROVISIONER:

We would like to produce an all-beef garlic sausage something like the kosher product. Can you give us a formula for this purpose?

A kosher style garlic sausage is made from the following meat materials:

85 lbs. cured medium fat beef trimmings

15 lbs. cured brisket fat, sinewless

Grind trimmings through  $\frac{1}{8}$ -in. plate and brisket fat through  $\frac{1}{4}$ -in. plate. Place meats in mixer and add seasoning. Stuff in beef rounds in 1-lb. lengths. Link at center and tie the two ends together, leaving about 1 in. of string between the two for hanging over the smoke stick.

Smoke for two hours in medium hot smoke. Cook for 30 minutes at 165 degs. F. and rinse with cold water when finished.

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's pork handbook.

# *Up and down the* MEAT TRAIL

## Nickel from Each Income Dollar is Expended for Meat

About a nickel out of every dollar of the realized national income of this country goes for meat, and about 25 per cent of the American farm income comes from the sale of meat animals, said Oscar G. Mayer, president of Oscar Mayer & Co., Chicago, in addressing the annual convention of the American National Live Stock Association at Denver, Colo., on January 12. Mr. Mayer, who is a director of the Institute of American Meat Packers,

is also president of the Chicago Association of Commerce and president of the board of trustees of the University of Illinois. His subject was "Some Observations on the Economics of the Meat Industry."

Year after year, he said, whether the national income is high or low, American consumers seem to spend about 5 per cent of that income for meats and lard. An increase in the supply of livestock marketed means the sale of more meat, at somewhat



OSCAR MAYER

cheaper prices per pound, unless there is a corresponding increase in consumer purchasing power. A decline in the quantity marketed may reduce the available supply of meat, with a resulting gain in its unit price.

From year to year, however, the proportion of the national income spent for meat seems to remain about the same, and the price level at which meats and lard will sell depends on the quantities available.

The meat packer pays cash for his livestock, but has no control whatever over the amount sent to market, and cannot even predict such marketings very closely, said Mr. Mayer, contrasting him in this respect with most manufacturers, who can usually key their purchases to probable demand, "like the aspirin maker who undoubtedly attunes his raw material purchases to the national headache."

## Rath Packing Co. to Spend \$250,000 for Improvements

Additions and improvements costing \$250,000 will be made in the near future at the plant of the Rath Packing Company, Waterloo, Iowa, according to company officials. Included in the construction program are an unloading dock 370 feet long; a one-story sewage building, in which will be housed a tank 158 feet long, 50 feet wide and 30 feet deep, and a two-story addition to the power plant. Contracts for this construction have been let and work is expected to get under way soon.



## BOUND FOR ENGLAND

An order of 90,000 cases of canned beef, awaiting shipment to England, literally blankets a pier at Stapleton, Staten Island. Most of the meat sent to Great Britain from the United States is cured pork; the United Kingdom buys most of its beef from South America and the Dominions. (International News Photo.)

## Robert Johnson Appointed to Executive Post at Brennan's

Robert I. Johnson, well known in the fresh meat and provision trade, has become associated with the P. Brennan Company, Chicago,

in an executive capacity. Mr. Johnson, familiarly known to his many friends in the trade as "Bob" Johnson, will take up his new duties on January 15. Beginning his career in the provision trade many years ago, Mr. Johnson has spent his entire business life in the meat packing industry and as a result has a wide circle of friends, not only in the Chicago area, but throughout the entire country.



"BOB" JOHNSON

## Walter Johnston, Advocate of Beef Cuts, Retires at Swift's

Walter S. Johnston, head of the beef cutting department at Swift & Company, Chicago, who for over 25 years has worked to popularize beef cuts, recently retired. He has been a well-known figure in the industry, being one of the most colorful characters among the "old-timers" who helped make Swift & Company great.

Mr. Johnston joined the Swift organization 42 years ago in Kansas City. After serving there in various capacities he was transferred to Chicago to a position in the beef cutting department. He soon envisioned the day when beef would be sold like pork, in cuts rather than in carcass form, and kept that vision constantly before him during many years.

## New Safety Mark Set in 1939 by Wilson Plants

For the fifth consecutive year, the number of lost-time accidents in Wilson & Co. plants was reduced to a new low point. The thirty-eight no-lost-time-accident months reported during the 1939 fiscal year by all Wilson plants set an all-time record in safe plant operation. The Albert Lea, Cedar Rapids and Chicago plants set the pace with reductions of 51 per cent, 44 per cent and 10 per cent in number of lost-time accidents under the previous fiscal year. The Los Angeles plant held first place in safety with the lowest number of lost-time accidents for man-hours worked.

## Cudahy Packing Company Re-elects All Officers; Thompson Named Director

Following directors were re-elected at the annual stockholders' meeting of the Cudahy Packing Co., held in Portland, Me. on January 10: E. A. Cudahy, E. A. Cudahy, jr., Wm. Diesing, F. W. Hoffman, L. C. Steele and F. E. Wilhelm. P. B. Thompson, treasurer of the company, was elected a director to fill the vacancy created by resignation of A. W. Ruf. Mr. Thompson, who is forty-two years old, has been a Cudahy employee for 14 years. Before his election as treasurer he was assistant to treasurer John E. Wagner who died in November, 1938.

Subsequent to the stockholders meeting, directors of the company met in Chicago and re-elected the following officers: E. A. Cudahy, chairman of the board; E. A. Cudahy, jr., president; F. E. Wilhelm, first vice president; Wm. Diesing, D. J. Donohue, F. W. Hoffman, J. W. McElligott, L. C. Steele, vice presidents; P. B. Thompson, treasurer; Earl D. Page, controller, and J. F. Gearen, jr., secretary.



EVERY DOG HAS HIS DAY

—and no dog's day is complete without Red Heart dog food, John Morrell & Co. indicates in its broadened 1940 advertising campaign for this popular product. The girl is one of several to appear in national magazines on behalf of Red Heart.

Moss. Mr. Ross has been associated with Swift since his graduation from Ohio State University in 1925 when he joined the company in Cleveland. He has worked in the Chicago plant for ten years in various capacities.

Jim Zdenek, head of the art division in the Swift & Company advertising department, was awarded third prize of \$100 in the recent photographic contest conducted at the Chicago auto show by the Packard Motor Car Co.

Glen W. Ives, formerly of the fresh pork department of Wilson & Co. at the Chicago plant, has been transferred to the company's plant at Cedar Rapids, Ia. M. M. Bickett is being transferred from Cedar Rapids to the fresh pork department at Chicago.

A transfer of membership has been posted in the Chicago Mercantile Exchange to Joseph N. Grant of the dairy and poultry department of Swift & Company, Chicago.

## New York News Notes

F. A. Becker, treasurer, and R. F. de Long, stock transfer agent, Armour and Company, Chicago, were visitors in New York last week.

F. W. Pratt and J. M. Eagle, both of the dog food division, Wilson & Co., New York, are spending a week at headquarters in Chicago.

Ira Marland, manager, casing department, John Morrell & Co., Ottumwa, Ia., was in the East during the past week and contacted the trade in the New York area.

The American Spice Trade Association, 82 Wall st., New York City, announces that its 1940 convention will be held in New York City at the Hotel Astor, May 6, 7 and 8.

Gotham Provision Co., Inc., has announced the opening of its new plant and the removal of its offices to 37 Grand ave., Brooklyn, N. Y.

## Countrywide News Notes

G. W. Neil has been appointed pork superintendent at the Fried & Reine-man Packing Co., Pittsburgh, Pa., and has already started on his new duties.

Dr. K. C. Cherrington, who inaugurated federal meat inspection in Rhode Island, retired recently after 36 years of service.

Robert M. Owthwaite, manager of the Topeka John Morrell & Co. plant, gave a talk before members of the Topeka Rotary Club in which he traced the growth of the packing industry from its beginning to the present.

Approximately 80 car route salesmen, city salesmen and heads of departments of the Cudahy Packing Co. attended a two-day meeting at Sioux City, Ia., to make plans for a Sioux City celebration of the company's fiftieth anniversary this year. Among executives from Chicago who attended the meeting were: J. W. McElligott, vice president in charge of sales; C. F. Kraatz, advertising and merchandising; J. L. Crowley, merchandising, and K. E. Hatfield, divisional manager. The meeting was actually the annual Christmas sales session, but plans for the golden anniversary celebration were discussed.

Cudahy Packing Co. has started an extensive modernization and enlargement program at its Los Angeles plant. Main feature of the program is to be construction of a new, modern and enlarged sausage factory during 1940.

Farmers Meat Processing Co. of Selma, Ala. is planning to employ a superintendent-manager with at least ten years experience in the packing industry. Plans are to open a packing plant there early in January.

Merro O. Gordon of the Ottumwa plant of John Morrell & Co., has just completed 25 years service in the industry, making him eligible for the silver button award of the I. A. M. P.

An office building is being erected at the plant of the Luer Packing Co., Los Angeles, Calif.

Sterling Meat Corp., Los Angeles, Calif., has just installed a refrigerating system at a cost of \$3,000.

People's Sausage Co., formerly People's Old Market, 910 So. San Pedro ave., Los Angeles, has moved into a new building at 1132 E. Pico st.

Otto Petzlaff is now sausage maker at the Progressive Sausage Factory, Los Angeles. W. Licy, who was sausage maker at the Progressive plant, is now in business for himself at Santa Maria, Calif.

Riverside Packing Co., Jackson, Mich., is constructing a one-story 14- by 40-ft. cement block addition to its main building. The new section will house the office and a portion of the shipping department, while present office space will become part of the main plant.

Construction began recently on a new meat packing and cold storage plant at Marlow, Okla., by Camden Stone and his sons, Albert and Ralph, who have been in the livestock and meat business there

(Continued on page 42.)

## Chicago News of Today

During the past week a number of distinguished packer executives visited Chicago. Among them were: George A. Schmidt, chairman of the board of the Institute of American Meat Packers; O. B. Joseph, James Henry Packing Co.; Chester G. Newcomb, Lake Erie Provision Co.; G. M. Foster, John Morrell & Co.; W. F. Schluderberg, Wm. Schluderberg-T. J. Kordle Co.; J. C. Hormel, Geo. A. Hormel & Co.; G. W. Birrell, Chris Kunzler Co.; Walter Reineman, Fried & Reineman; H. H. Meyer, H. H. Meyer Packing Co.; J. W. Rath, Rath Packing Co.; W. R. Sinclair, Kingan & Co.; Frank Kohrs, Kohrs Packing Co., and Walter Seiler, Karl Seiler & Sons, Inc.

Paul A. Dett, general manager of Armour and Company, Kansas City, was a Chicago visitor this week.

R. C. Pollock, general manager, National Live Stock and Meat Board, is attending the annual convention of the American National Live Stock Association in Denver, Colo. D. H. LaVoi, director of the Board's department of public relations, appeared on the program at the convention on January 13. Mr. LaVoi's topic was: "Factors Influencing the Consumption of Beef."

Fred J. Flynn, general manager, Ham Boiler Corp., Port Chester, N. Y., was in Chicago this week and visited the offices of THE NATIONAL PROVISIONER.

D. A. Kilpatrick, head of the provision department of Rath Packing Co., Waterloo, visited Chicago on business this week.

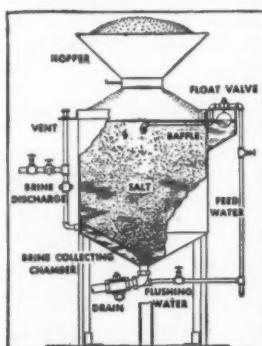
R. D. Ross has been appointed head of the sausage department of Swift & Company's Chicago plant, according to an announcement by manager E. A.

# The Lixate Process makes 4 major profits just as automatically as it makes brine



IT is an actual fact that salt flows in automatically to make brine in The Lixate Process. Just-as automatically, profits flow out. You simply can not help making 4 major savings in operating costs with The Lixate Process.

1. You save labor costs for handling salt.
2. You eliminate labor costs for mixing brine.
3. You eliminate or largely reduce labor costs for distributing brine.
4. You save salt—users estimate savings of 10% to 20% due to elimination of salt waste.

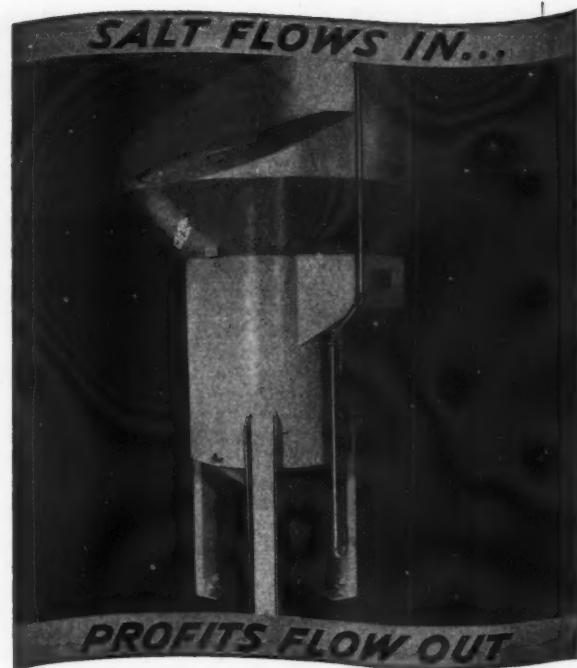


This cross-section diagram shows why savings are automatic. You make important savings in salt handling costs because salt is handled only once—when it is placed in a hopper above the Lixator. In many packing plants, a storage room or bin above the Lixator is equipped with a hopper bottom. Entire carloads of Retsof, Detroit or Avery brands of Rock Salt can be stored, direct from the railway car, and never handled again.

## Automatic control

Water enters under automatic control, through a spray nozzle at the top. As water flows downward it dissolves the salt without agitation and becomes fully saturated brine. The brine is then self-filtered to be crystal clear, rises in a collecting chamber to a discharge pipe, and flows by gravity to a storage tank. All muss and bother and, more important, all labor and power costs for mixing brine are completely eliminated.

Brine is always uniform for it is always fully saturated—



Eckert Packing Co., Henderson, Ky., one of the many leading meat packers using Lixate Brine

Another packer of quality meat products has joined the long list of those already using The Lixate Process For Making Brine. Leading packers—Armour, Rath, Arbogast & Bastian, Tobin and many more—use Lixate Brine for pickling, for pumping pickle solutions, and all meat packing uses. Tests prove that it is crystal clear, bacteriologically clean, and far exceeds the strict requirements of leading food authorities in chemical purity.



but it can be easily and quickly diluted to any desired degree by simple gauge markings in the storage tank. Brine can be piped by gravity—or pumped when necessary—to any part of the plant. This cuts out the nuisance of carrying or trucking salt or brine to many different parts of the plant, and eliminates all labor cost for brine distribution. You save salt because automatic operation eliminates waste.

## WRITE FOR THIS BOOK!

The Lixate Book, sent free on request, explains The Lixate Process in detail. In addition, it contains pictures of many installations in a long list of industries. If you prefer, a Lixate Engineer will call and show you how you can improve quality and at the same time lower costs in your own operations.



## SALT—SALT BRINE—AND HOW TO USE THEM

The Lixate Process For Making Brine is a development of The Research Department of International Salt Company, Inc. International produces every type and grade of salt for every use in industry, agriculture and the home. Sound, authoritative advice on proper uses of salt and salt brine is given to all users of salt without obligation. You are invited to submit any salt problem.

*The LIXATE* Process  
REG. U.S. PAT. OFF.  
FOR MAKING BRINE

**INTERNATIONAL SALT COMPANY, INC., Scranton, Pa., New York, N. Y.**  
SALES OFFICES: Buffalo, New York • Philadelphia, Pennsylvania • Boston, Massachusetts • Baltimore, Maryland • Pittsburgh, Pennsylvania  
Newark, New Jersey • New York, New York • Richmond, Virginia • New Orleans, Louisiana • Cincinnati, Ohio • St. Louis, Missouri

# REFRIGERATION and Air Conditioning

## MEAT PLANT REFRIGERATION

A Complete Course for  
Executives and Workers  
Prepared by—

The National Provisioner

### LESSON 50

#### Multipass Shell and Tube Condensers

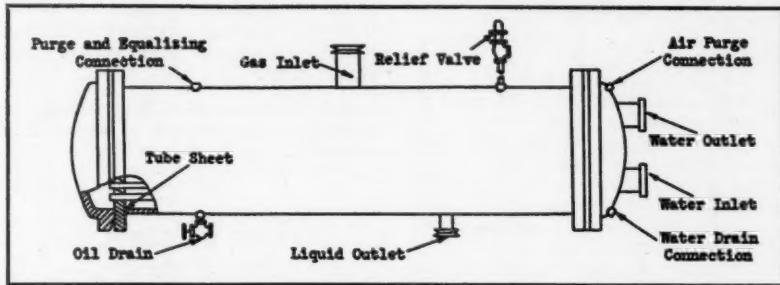
THE multipass shell and tube condenser is efficient and popular with refrigerating engineers. It has large capacity and requires small floor space. Shells can be placed one above another. Since the cooling water is circulated in a closed system, it does not become polluted and may be re-used. This type of condenser is fully enclosed and may be installed in the engine room.

Liquid receiver is placed directly under the bank of shells. The liquid flows by gravity into the receiver and the condenser cannot become gas bound. Performance of the condenser can be checked quickly by closing liquid discharge valve and measuring rate of liquid increase. Water inlet is at bottom of condenser and the initial water flow is upward. Direction of water flow is reversed 7, 15 or 19 times depending on size and type of condenser and the pumping head.

Hot ammonia gas enters at top of shell. Liquid ammonia flows out of bottom of condenser. Temperature of the liquid when it leaves condenser is approximately that of the incoming cold water. Condensers installed in banks may be connected for either series or parallel flow of gas and water, or both. It is possible, therefore, to make the most effective use of the large condensing surface available and to reduce water consumption to a minimum.

#### Cleaning Methods

Multipass shell and tube condensers are 18 ft. long. Diameter varies from 12 in. to 20 in. Large integral condensers within a single shell vary in diameter from 27 in. to 54 in. They may contain as much as 3,000 sq. ft. of cooling surface and are rated nominally at 300 tons. Cooling surfaces may be cleaned while the condenser is in operation. One shell of a battery may be



HORIZONTAL CLOSED SHELL AND TUBE CONDENSER

taken out of service without shutting down the plant.

A non-scaling water is best to use in this type of condenser, but a water containing flocculent material is not particularly objectionable. Soft sediment and foreign particles are removed from the tubes by introducing compressed air with the water, as the air sets up a scouring action which effectively removes all sediment. This method of cleaning is used while the condenser is in operation. An air valve for cleaning purposes is installed in the water piping.

Oil is drained from the condenser through a connection at the bottom of each shell. Non-condensable gas purge connections, as well as connections for equalizer lines between shells, are placed at the top of each drum. A safety valve is provided for each shell.

#### Installation and Operation

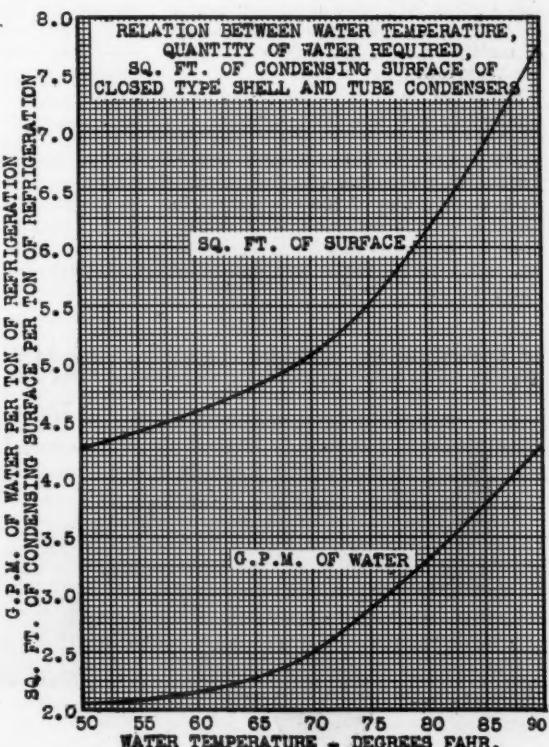
Water tubes in the multipass shell and tube condenser should be cleaned once each year. The maintenance cost on the equipment is small when non-corrosive water is used. Dividing webs in the head will wear after long service and the water will by-pass, with a reduction in cooling efficiency. It is a comparatively simple job, however, to remove the head and replace it. Ammonia leaks in the multipass shell and tube condenser are detected by testing the discharge water with litmus paper or Nessler's solution.

This type of condenser is attractive in

appearance, can be kept clean and well painted and its performance is very satisfactory. Water must be drained from heads and piping of a condenser installed out-of-doors when the apparatus is shut down during cold weather. The same precaution must be taken when pumping out the system.

A thermometer is installed in the discharge liquid header so that the temperature of the anhydrous ammonia can be determined at any time. Rating of the multipass shell and tube condenser can be increased as much as 50 per cent by increasing the speed of flow of the cooling water, but frictional resistance and pumping head increase rapidly when this is done.

The accompanying table gives the ca-



pacities of various types of multipass shell and tube condensers. The chart on page 23 also shows operating characteristics of these condensers for various water temperatures and use. This chart is based on water temperature

### Horizontal Multipass Ammonia Condensers

O. D. Shell, in.	Length of Tubes, ft.	Sq. Ft. Tube Surface	No. of Passes	Capacity, tons	Weight, lbs.
8	268	22.4	3870		
10	336	28.0	4490		
12	403	33.6	5110		
14	470	39.0	5730		
16	537	44.9	6350		
8	335	27.9	4890		
10	419	34.9	5640		
12	503	41.9	6400		
14	586	48.8	7150		
16	670	55.8	7910		
10	545	45.4	6830		
12	654	54.5	7750		
14	762	63.5	8600		
16	871	72.6	9580		
18	980	81.6	10560		
16	668	55.7	8600		
20	802	66.8	9740		
14	936	78.1	10880		
16	1069	89.1	12020		
18	1203	100.0	13160		
12	988	82.0	-11750		
14	1146	95.5	13140		
16	1309	109.0	14530		
18	1472	123.0	15920		
20	1645	137.0	17310		
12	1156	96.1	13920		
14	1349	112.3	15510		
16	1542	128.6	17110		
18	1735	144.5	18700		
20	1927	160.5	20300		
12	1330	111.0	16680		
14	1532	129.5	18270		
16	1714	148.0	20440		
18	1906	165.5	22330		
20	2218	185.0	24220		
12	1630	136.3	20200		
14	1902	159.0	22500		
16	2174	181.7	24800		
18	2446	204.4	27100		
20	2718	237.1	29400		
12	2012	167.7	24940		
14	2347	195.6	27730		
16	2682	223.5	30520		
18	3017	251.4	33310		
20	3352	279.3	36100		

and gallons of water used per ton of refrigeration. The water requirements of multipass shell and tube condensers are very low.

Shells of multipass shell and tube condensers are designed for 200 lbs. working pressure per square inch and are subjected to a hydrostatic test of 375 lbs. Water section of each condenser withstands a test of 100 lbs. per sq. in. Condensers are equipped with connections for ammonia gas inlet, liquid outlet, relief valve, purge and equalizing lines, oil drain, water drain and air

vent, as well as a water inlet and water outlet.

### QUESTION

(For the student to answer.)

Compressor and condenser have been erected and are ready for testing. No ammonia has been charged into the system. Highest air pressure available is 50 lbs. How can the condenser be tested with 200 lbs. gauge air pressure? Should the tubes be tested with 200 lbs. pressure? Why?

**EDITOR'S NOTE.**—Heat transfer in ammonia condensers will be discussed in Lesson 51.

### FLASHES ON SUPPLIERS

**REO MOTORS, INC.**—Reorganization plans of the Reo Motor Car Company have just been completed and the new name of the company is now REO MOTORS, INC. The first meeting of the new board of directors was held on Jan. 3, and the following officers were elected: Fred Glover, president and general manager; Theodore I. Fry, vice-president; W. C. Wood, secretary-treasurer, and R. F. McKim, assistant secretary-treasurer. A bright future for Reo was pictured by its new directors, and it is expected that full operation on new trucks will be well underway by March 1.

**GENERAL ELECTRIC CO.**—Orders received by this company during the fourth quarter of 1939 amounted to \$112,166,535, compared with \$63,419,265 in the final quarter of 1938, an increase of 77 per cent, according to an announcement by Charles E. Wilson, president. Orders for the year 1939 were \$360,748,386, compared with \$252,176,223 for 1938, an increase of 43 per cent.

**CONTINENTAL CAN CO.**—Continental Can Co. announces the following changes in officers, effective February 1, 1940: C. C. Conway resigns as chairman of executive committee, continuing as chairman of the board. O. C. Huffman is succeeded as president by J. F. Hartlieb, formerly executive vice president. Mr. Huffman becomes chairman of the executive committee of the board of directors.

### PACKER AND FOOD STOCKS

Price ranges of listed stocks, January 10, 1940, or nearest previous date.

	Sales Week ended Jan. 10.	High. Jan. 10.	Low. Jan. 10.	Close. Jan. 10.
Amal. Leather..	800	2½	2½	2½
Do. Pfd.	.....	.....	.....	15½
Amer. H. & L. 1,800	5%	5%	5%	6%
Do. Pfd. .... 100	37	37	37	37
Amer. Stores .. 1,000	13½	12½	12½	12½
Armour III .. 8,850	5%	5%	5%	5%
Do. Pr. Pfd. 1,200	49½	48½	48½	47½
Do. Pfd. .... 100	58½	58½	58½	58
Do. Del. Pfd. .... 300	107½	107½	107½	106½
Beechnut Pack. .... 300	125½	124½	124½	128
Boehack, H. C. .... 200	1%	1%	1%	2½
Do. Pfd. .... 20	27½	27½	27½	26
Chick. Co. Oil. .... 600	12	11½	11½	12
Childs Co. .... 1,500	5½	5½	5½	5%
Cudahy Pack. .... 300	14½	14½	14½	13½
Do. Pfd. .... 80	62	59	59	63½
First Nat. Strs. 1,300	44½	44½	44½	45
Gen. Foods .... 5,800	48	47½	48	48
Do. Pfd. .... 300	11½	11½	11½	11½
Gildden Co. .... 400	18%	18%	18%	18½
Do. Pfd. .... 200	41	41	41	40
Gobel Co. .... 1,800	8	8	8	8½
Geo. A&P 1st Div. .... 75	131%	130	130	132
Do. News. .... 1,134	113	113	113	110½
Hyrade Food. .... 1,300	2%	2%	2%	2½
Kroger G. & B. .... 2,200	29	28½	28½	29½
Libby McNeill. .... 1,450	6%	6%	6%	7
Mickelberry Co. .... 750	3%	3%	3%	3½
M. & H. Pfd. .... 100	4	4	4	4
Morell & Co. .... 100	44½	44½	44½	44
Nat. Tea. .... 900	3%	3%	3%	3%
Proc. & Gamb. .... 3,500	68%	68	68	68½
Do. Pfd. .... 180	117½	117½	117½	118½
Rath Pack. .... 50	51	51	51	47
Safeway Strs. .... 5,200	46½	45½	45½	47½
Do. 5% Pfd. .... 400	106	106	106	104½
Do. 6% Pfd. .... 60	112½	112	112	112½
Do. 7% Pfd. .... 40	114%	114%	114%	114
Stahl Meyer. .... 100	2	2	2	1½
Swift & Co. .... 9,550	23½	22½	23	23½
Do. Int'l. .... 1,850	31%	31%	31%	32
Truax Pork. ....	.....	.....	.....	8%
U. S. Leather. .... 300	6%	6%	6%	6%
Do. 1% Pfd. .... 100	10½	10½	10½	9½
Do. Pr. Pfd. .... 100	70%	70%	70%	68
United Stk. Yds. 1,100	2	2	2	2½
Do. Pfd. .... 300	6%	6%	6%	6%
Wesson Oil. .... 3,200	26	25½	26	27
Do. Pfd. .... 300	75	74½	75	75
Wilson & Co. .... 2,900	5½	5½	5½	5½
Do. Pfd. .... 700	53%	53½	53½	52½

### FINANCIAL NOTES

A quarterly dividend of \$1.50 on the preferred stock and a dividend of 50c on the common stock have been declared by the board of directors of Geo. A. Hormel & Co. Both dividends are payable on February 15 to shareholders of record January 27.

One of the brighter factors marking the year end in the Albany, New York district was the declaration of a \$5 common stock dividend by the Albany Packing Co. This was the first dividend to be paid on common shares of the company in a decade.

## ANOTHER MEAT MERCHANT APPROVES DOLECO COLD PLATES



EQUIPPED with DoleCo Vacuum Cold Plates, this high temperature body will insure sanitary, constant-temperature refrigerated delivery of Kingsbury products in all seasons, for years to come. DoleCo Cold Plates are operated either from a truck-mounted condensing unit or from a central station, with partial or complete "hold-over." They are available in standard and special sizes.

Ask your body builder to use DoleCo Plates on your next order. Write for complete details and catalog.

**DOLE REFRIGERATING COMPANY**  
5920-H N. Pulaski Road Chicago, Illinois

The National Provisioner—January 13, 1940

# Pork Moves Briskly and Lard Is Active but Lower

**Heavy trade in joints—Large quantities of lard sold at lower prices—Hog receipts large and prices fall—Fresh pork trade slower with light product a little easier.**

**T**HERE was a heavy movement of product during the week with skinned hams moving briskly and good sales of regular hams. Trade in picnics and bellies was fair, but dry salt meats were quiet. Country slaughter has been a considerable factor in the dry salt market, particularly in the South, resulting in a rather quiet situation. Lard moved in large volume at prices low enough to reflect adversely on tallow and grease markets. Fresh meats found a broad outlet. Hog runs were very heavy during the first three days of the week, but eased up on Thursday. Considerable price weakness was apparent in the live market, which was reflected to a smaller extent in product values.

## LARD

Liberal supplies of hogs, weakness in price and easiness in grains and cottonseed oil were major factors in the lard market during the week. While large quantities of lard moved into trade channels, prices continued easy and closed on Thursday well under those of a week earlier. There was moderate speculative buying during the week as well as some investment buying and heavy cash trade. On Thursday the volume of trading on the Chicago Board was light. Some support was given the market on scattered commission house buying and some covering by shorts. Cash was quoted at 5.87½ nominal; loose, 5.15 nominal; neutral, 7.12½ in tierces, and raw leaf, 5.12½, both nominal. Refined was quoted at 7½c.

Demand was good at New York but the market was weaker. Prime Western was quoted at 6.45@6.55c; middle western, 6.45@6.55c; New York City in tierces, 6@6½c; tubs, 6½@6¾c; refined continent, 6½@6¾c; South America, 6%@6¾c; Brazil kegs, 6½@6¾c, and shortening in car lots, 9½c, smaller lots 9¾c.

## HOGS

Heavy receipts of hogs with some lessening of general quality featured the market during the week. At Chicago, receipts of light lights and pigs showed marked increases, many being of medium to fairly good quality. Good hogs weighing 240 lbs. and up were in fair supply and met strong demand. Range in price was close; most butchers weighing from 160 to 300 lbs. sold within a price range of 50c.

The market on Monday was high for the week with a top of \$5.90 and aver-

age of \$5.50 at Chicago. The top dropped to \$5.75 on Tuesday and the average to \$5.30. A further drop to \$5.50 top and \$5.15 average on Wednesday marked the low time of the week. Both top and average prices rose 5c Thursday on curtailed receipts. Shipping orders were light and bulk of the hogs at Chicago moved through local channels.

Receipts for the four day period at 11 large packing centers totaled 451,000 head, a large increase over a week, a year and two years earlier. Hog slaughter for the first two months of the 1940 packer year (November and December, 1939) totaled 1½ million more hogs than in the like period of 1938. This heavy supply, coming at a time when cattle, calves and sheep have also been numerous, has accounted in considerable measure for the lower price levels.

## CARLOT TRADING

Demand for skinned hams was the feature of the week's trade and was partly unsatisfied, particularly for some of the lighter averages, in spite of the heavy run of light hogs. Heavier averages of green skinned also were in strong demand and moved in good volume. Offerings of both regular and skinned hams were large late in the week. There was a little trade in pickled skinners. Pickled boiling hams met a fair outlet. Considerable movement was reported in green short shank picnics of 6/8 average. The 8 and up average regular picnics were in fair demand but prices declined a full ¼c

during the period. Offerings of green seedless bellies were plentiful with scattered sales. The 12/14 average appeared to be in light supply but could be bought as made. D. S. bellies were quiet and offerings plentiful at the list. A few cars of dry salt backs moved during the period, with an occasional car of green and D. S. jowls. Plates were quiet. (See p. 27 for Thursday's carlot prices.)

## FRESH PORK

Plentiful supplies and a declining hog market had an adverse effect on the fresh pork market, particularly the lighter averages of loins. Boning weights were in rather limited supply and enjoyed more price firmness than light averages, which were down ½ to 1c from a week earlier, quoted at 11½c on Thursday. Medium weights were steady to easy, with heavy kinds and boneless loins steady to firm. Boston butts eased off 1@1½c during the week, but boneless butts were firm to higher than a week ago.

## SAUSAGE MATERIALS

Fresh regular pork trimmings enjoyed a good demand through most of the week. Prices were firm at 6c until Thursday, when there was some easiness and the product was quoted down ¼@½c. Special lean trimmings opened the week at 12c but eased off to 11½c at mid-week. Extra lean trimmings showed some weakness on Thursday and were quoted at 12½@13c, equal to the price level of the preceding week. Price of beef trimmings remained unchanged during the week but boneless chuck eased off ¼c on Thursday to 13@13½c. However, this was ½@1c over the preceding Thursday. All pork product is in good supply with beef product in fair supply and generally held at firm prices in the Chicago area.

(See page 41 for later markets.)

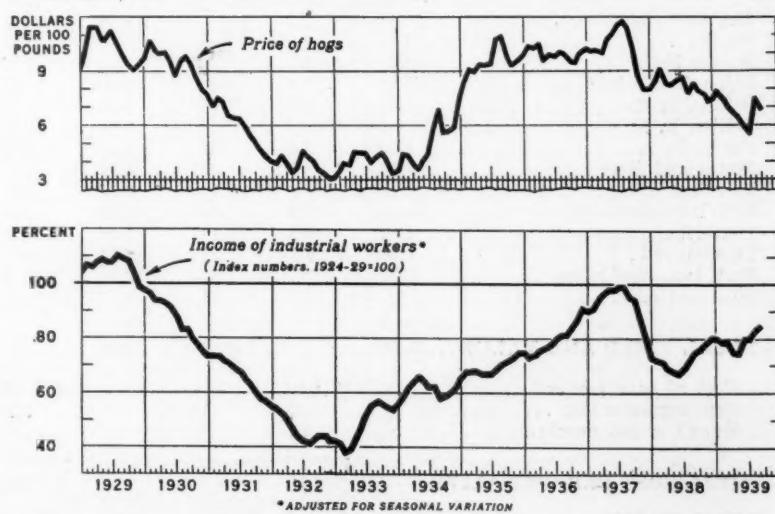


Chart shows relationship between hog prices and consumer income. The downward trend in hog prices which began in the summer of 1937 was due partly to the decrease in consumer income in late 1937 and the first half of 1938. The larger supply of hogs has been the chief price-depressing factor since the summer of 1938.

## Hog Cut-Out Results

**H**EAVY hog receipts during the first four days of the current week resulted in a day-to-day decline in hog prices until the downward movement was checked Thursday by a slight rally. Product prices held relatively firm, although there was some easing off toward the close of the period. Prices were high enough to bring a small cutting profit on all averages of good hogs shown in the test on this page.

Top price for the week at \$5.90 was paid on Monday with an average price of \$5.50. Top declined to \$5.50 on Wednesday and the average to \$5.15, due not only to heavy receipts but to inclusion of large numbers of light lights, which were only medium to good in quality. Both the top and average price rose 5¢ on Thursday on lighter supplies. Although runs of medium and heavyweights were also fairly large, demand for these weights was good. Practically all good to choice 160- to 300-lb. weights at Chicago sold within a 50¢ price range.

Receipts at 11 large centers totaled 451,000 head, or 85,000 more than a week ago, 131,000 more than a year ago and 63,000 more than two years ago.

The test on this page applies only to good butcher hogs of weight ranges shown. Costs and credits are those prevailing in the Chicago area for live hogs, green meats and processing expenses.

## NOVEMBER MEAT CONSUMPTION

Federally inspected meats available for consumption in November, 1939:

	Total Consumption, lbs.	Per capita, lbs.
<b>BEEF AND VEAL.</b>		
November, 1939 .....	455,000,000	3.48
November, 1938 .....	461,000,000	3.53
<b>PORK (INC. LARD).</b>		
November, 1939 .....	642,000,000	4.88
November, 1938 .....	574,000,000	4.40
<b>LAMB AND MUTTON.</b>		
November, 1939 .....	58,000,000	.44
November, 1938 .....	56,000,000	.43
<b>TOTAL.</b>		
November, 1939 .....	1,159,000,000	8.80
November, 1938 .....	1,092,000,000	8.36
<b>LARD.</b>		
November, 1939 .....	92,000,000	.70
November, 1938 .....	83,000,000	.63

## SALES TO PUERTO RICO HIGH

Sales of lard to Puerto Rico by U. S. packers during 1939 were the highest of all time, according to the Puerto Rican Trade Council. The island's lard purchases during the first 11 months of 1939 amounted to 29,760,000 lbs., a gain of 14 per cent over the same period of the preceding year, and were 3 per cent above the total of 28,800,000 lbs. shipped in the entire year 1938, in which the previous high mark was set. Lard ship-

ments were valued at \$2,337,000, or 8 per cent less than in the same 11 months of 1938.

Sales of pork to Puerto Rico totalled 20,600,000 lbs. during the 11-month period, an increase of 12 per cent, shipments being valued at \$2,060,000 or 3 per cent higher than in the same period of 1938. Shipments of all foods to the territory increased only 2 per cent in value during the 11-month period, totaling \$21,890,000.

## IMPORTED CASINGS ORDER

Animal casings from Palestine may be imported into the United States under B. A. I. Order 305, provided the certificate bears the title of the Director of Agriculture and Fisheries of Palestine, who is the high official of the Palestine government having jurisdiction over the health of animals in that country. This most recent order revokes the notice carried in circular letter No. 1550 on June 8, 1928.

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended January 6, 1940, were:

Week Jan. 6	Previous week	Same time '39
Cured meats, lbs. 15,535,000	11,501,000	10,777,000
Fresh meats, lbs. 52,835,000	49,643,000	47,412,000
Lard, lbs. .... 1,816,000	2,659,000	1,980,000

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
<b>180-220 lbs.</b>			<b>220-240 lbs.</b>			<b>270-300 lbs.</b>		
Regular hams .....	14.00	12.8 \$ 1.79	13.70	12.5 \$ 1.71	13.50	12.0	\$ 1.62	
Picnics .....	5.60	8.5 .48	5.40	8.2 .44	5.10	8.1	.41	
Boston butts .....	4.00	9.6 .39	4.00	9.4 .38	4.00	9.2	.37	
Loins (blade in) .....	9.80	11.0 1.08	9.60	10.8 1.04	9.10	10.3	.94	
Bellies, S. P. ....	11.00	9.9 1.09	9.70	9.6 .93	9.10	7.1	.22	
Bellies, D. S. ....	....	....	2.00	5.3 .11	9.90	5.1	.50	
Fat backs .....	1.00	3.3 .03	3.00	3.6 .11	4.50	3.9	.18	
Plates and jowls .....	2.50	3.5 .09	3.00	3.5 .11	3.30	3.5	.12	
Raw leaf .....	2.10	4.8 .10	2.20	4.8 .11	2.10	4.8	.10	
P. S. lard, rend, wt. ....	12.40	5.2 .64	11.00	5.2 .57	10.20	5.2	.53	
Spareribs .....	1.60	6.6 .11	1.60	6.5 .10	1.50	6.4	.10	
Trimmings .....	3.00	5.5 .17	2.80	5.5 .15	2.70	5.5	.15	
Feet, tails, neckbones .....	2.00	.... .06	2.00	.... .06	2.00	....	.06	
Offal and misc. ....	....	.24	....	.... .24	....	....	.24	
<b>TOTAL YIELD AND VALUE... 69.00</b>		<b>\$ 6.27</b>	<b>70.00</b>		<b>\$ 6.06</b>	<b>71.00</b>		<b>\$ 5.54</b>
Cost of hogs per cwt.....		\$ 5.55			\$ 5.46			\$ 5.14
Condemnation loss .....		.03			.03			.03
Handling and overhead.....		.52			.44			.36
<b>TOTAL COST PER CWT ALIVE</b>		<b>\$ 6.10</b>			<b>\$ 5.93</b>			<b>\$ 5.53</b>
<b>TOTAL VALUE .....</b>		<b>6.27</b>			<b>6.06</b>			<b>5.54</b>
Profit per cwt.....		.17			.13			.01
Profit per hog.....		.34			.30			.03

## WEEK'S TRADING IN LARD

Fri., Jan. 5.—Sales: Jan., 3; Mar., 4; May, 45; July, 14; Sept., 16; total, 82 sales.

Open interest: Jan., 30; Mar., 188; May, 1,308; July, 468; Sept., 52; total, 2,046 lots.

Sat., Jan. 6.—Sales: Mar., 1; May, 24; July, 17; Sept., 1; total, 43 sales.

Open interest: Jan., 30; Mar., 188; May, 1,327; July, 482; Sept., 53; total, 2,080 lots.

Mon., Jan. 8.—Sales: Jan., 4; Mar., 6; May, 27; July, 15; Sept., 10; total, 65 sales.

Open interest: Jan., 30; Mar., 191; May, 1,339; July, 488; Sept., 61; Oct., 3; total 2,112 lots.

Tues., Jan. 9.—Sales: Jan., 1; Mar., 7; May, 43; July, 25; Sept., 17; Oct., 7; total, 100 sales.

Open interest: Jan., 28; Mar., 192; May, 1,358; July, 496; Sept., 74; Oct., 10; total, 143 sales.

Wed., Jan. 10.—Sales: Jan., 6; Mar., 6; May, 75; July, 31; Sept., 22; Oct., 3; total, 143 sales.

Open interest: Jan., 23; Mar., 189; May, 1,385; July, 499; Sept., 89; Oct., 13; total, 2,198 lots.

Thurs., Jan. 11.—Sales: Mar., 1; May, 34; July, 20; Sept., 8; total, 63 sales.

Open interest: Jan., 20; Mar., 190; May, 1,379; July, 505; Sept., 93; Oct., 13; total 2200 lots.

## INDUSTRIAL WORKERS GAIN

Average weekly earnings in American industry during November, 1939, were only two-tenths of one per cent below those in 1929, a steady rise since last July bringing the total to \$28.49, according to a report covering 25 major industries released by the division of industrial economics of The Conference Board, New York City.

Real income of the average worker last November was 16.6 per cent higher than 1929, the report stated, pointing out that the typical industrial employee worked 19 per cent less for the same income while the cost of living was more than 14 per cent below that of ten years ago.

## MEAT IMPORTS AT NEW YORK

Imports for the period December 28 to January 3, inclusive, at New York:

Point of origin.	Commodity.	Amount, lbs.
Argentina—Canned corned beef.		27,940
—Cooked beef in tins.		9,600
Australia—Fresh frozen calf livers.		1,551
Brazil—Canned corned beef.		383,400
—Cured dry beef.		755
Canada—Fresh chilled pork cuts.		8,253
—Fresh frozen ham.		21,070
—Fresh frozen beef livers.		1,909
—Smoked sausage.		636
—Smoked bacon.		5,319
—Fresh pork sausage.		80
—Frozen calf sweetbreads.		54
Cuba—Fresh frozen beef cuts.		12,832
Denmark—Smoked sausage.		5,941
Holland—Smoked ham.		6,616
Italy—Smoked sausage.		1,257
Uruguay—Canned corned beef.		90,000

# CHICAGO PROVISION MARKETS

## CASH PRICES

Based on actual carlot trading Thursday, January 11, 1940.

### REGULAR HAMS.

	Green.	*S.P.
8-10	14%	15 1/4
10-12	14 1/2	15n
12-14	13 1/2	14n
14-16	13 1/2	13 3/4n
10-16 Range	13 1/2	....

### BOILING HAMS.

	Green.	*S.P.
16-18	12 1/2	13 1/2
18-20	12 1/2	13 1/2
20-22	12 1/2	13 1/2
16-20 Range	12 1/2	....
16-22 Range	12 1/2	....

### SKINNED HAMS.

	Green.	*S.P.
10-12	15	15 1/2
12-14	14 1/2	15n
14-16	14	14 1/2
16-18	14 1/2 @ 13 1/2	14 1/2
18-20	13 1/2	14
20-22	12 1/2b	13 1/2
22-24	12	13
24-26	12	13
25-30	11 1/2	12
25-up, No. 2's inc.	10 1/2	....

### PICNICS.

	Green.	*S.P.
4-6	9	10
6-8	8 1/2	9 @ 9 1/2
8-10	8 1/2	8 1/2
10-12	8 1/2	8 1/2
12-14	8 1/2	8 1/2
8-up, No. 2's inc.	8 1/2	....
Short Shank 1/2c over.		

### BELLIES.

(Square cut seedless)

	Green.	*D.C.
6-8	10%	11 1/2
8-10	10%	11 1/2
10-12	9 1/2	10 1/2
12-14	8	9
14-16	7 1/2	8 1/2
16-18	7 1/2	8 1/2

\*Quotations represent No. 1 new cure.

### GREEN AMERICAN BELLIES.

	6 1/2
18-20	6 1/2
20-25	6 1/2

### D. S. BELLIES.

	Clear.	Rib.
16-18	6 1/2n	....
18-20	6 1/2	....
20-25	6 1/2	6 1/2
25-30	6	6 1/2
30-35	5 1/2	6
35-40	5 1/2	5 1/2
40-50	5 1/2	5 1/2

### D. S. FAT BACKS.

	4 1/2
6-8	4 1/2
8-10	4 1/2
10-12	4 1/2
12-14	4 1/2
14-16	5
16-18	5 1/2
18-20	5 1/2
20-25	5 1/2

### OTHER D. S. MEATS.

Regular Plates	6-8	5 1/2
Clear Plates	4-6	4 1/2
D. S. Jowl Butts.		4
S. P. Jowls.		4 1/2
Green Square Jowls.		5 1/2
Green Rough Jowls.		4
LARD.		
Prime Steam, cash.		5 87 1/2n
Prime Steam, loose.		5 15n
Neutral, in tierces.		7 12 1/2n
Raw Leaf.		5 12 1/2n

## CASH AND LOOSE LARD

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash.	Loose.	Leaf.
Saturday, Jan. 6.....	6.00n	5.37 1/2n	....
Monday, Jan. 8.....	5.96n	5.30	5.26ax
Tuesday, Jan. 9.....	5.90n	5.20b	5.25ax
Wednesday, Jan. 10..	5.87 1/2n	5.20b	5.12 1/2n
Thursday, Jan. 11....	5.87 1/2n	5.15n	5.12 1/2n
Friday, Jan. 12.....	5.82 1/2n	5.15b	5.12 1/2n

## FUTURE PRICES

SATURDAY, JANUARY 6, 1940.

	Open.	High.	Low.	Close.
LARD—				
Jan.	....	....	....	5.95b
Mar.	6.50	....	....	6.50
May	6.65	6.67 1/2	6.65	6.67 1/2ax
July	7.00	....	....	7.00

MONDAY, JANUARY 8, 1940.

	Open.	High.	Low.	Close.
LARD—				
Jan.	5.90	6.45	6.42 1/2	5.90
Mar.	6.35	6.63	6.00	6.00
May	6.55	6.82 1/2	6.77 1/2	6.47 1/2ax
July	7.00	7.00	6.92 1/2ax	7.00
Oct.	7.00	....	....	7.00

CLEAR BELLIES—

	Open.	High.	Low.	Close.
LARD—				
Jan.	5.85	6.40	6.30	5.85ax
Mar.	6.37 1/2	6.40	6.30	6.30ax
May	6.55	6.57 1/2	6.47 1/2	6.47 1/2
July	6.72 1/2	6.75	6.65	6.65
Sept.	6.90	6.90	6.80	6.80b
Oct.	6.90	7.00	6.90	6.90ax

CLEAR BELLIES—

	Open.	High.	Low.	Close.
LARD—				
Jan.	6.30	6.30	6.27 1/2	5.82 1/2n
Mar.	6.25	6.45	6.35	6.27 1/2b
May	6.45	6.45	6.35	6.45ax
July	6.60	6.62 1/2	6.52 1/2	6.62 1/2ax
Sept.	6.80	6.80	6.70	6.77 1/2ax
Oct.	6.87 1/2	6.90	6.80	6.87 1/2ax

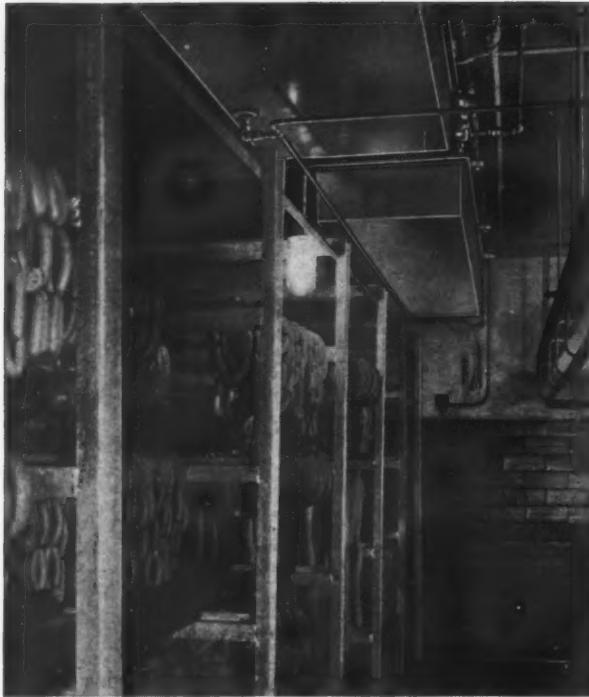
CLEAR BELLIES—

	Open.	High.	Low.	Close.
LARD—				
Jan.	5.75	....	....	5.75b
Mar.	7.00	....	....	6.50ax
May	7.00	....	....	7.00ax
July	7.00	....	....	7.35ax

Key—ax, asked; b, bid; n, nominal; —, split.

## LARD AND GREASE EXPORTS

Exports from New York City, week of January 6, 1940, totaled 343,230 lbs. of lard and 1,087,600 lbs. of greases.



By mail, air mail or wire, daily market information on  
Provisions Lard Sausage Materials Tallow and  
Greases Oleo Oil and Stearine Cottonseed Oil  
Hides and Calfskins Fertilizer Materials Market Statistics

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Chicago, Illinois

# Tallows and Greases Reflect Lard Easiness; Trade Light

New York extra sells at  $5\frac{1}{2}$ c; some trade at  $5\frac{3}{8}$ c reported—Tallow under-tone barely steady, with futures quiet  
—Greases and by-products easier.

**TALLOW.**—The tallow market was moderately active and steady the past week at New York, indications pointing to a turnover of between 500,000 and 1,000,000 lbs. of extra at  $5\frac{1}{2}$ c delivered, or unchanged from last week. A large Mid-west soaper last week was a good buyer, cleaning up offerings at that level for a time. This week, soapers appeared to have withdrawn as far as January deliveries were concerned, although they were still willing buyers at the  $5\frac{1}{2}$ c delivered level for February and for March delivery. Some sales took place in the later positions, particularly for March. Dealers were reported to have bought a small lot at  $5\frac{1}{2}$ c delivered.

On account of the persistent weakness in lard, with loose lard at Chicago quoted well below tallow prices, the market developed a barely steady under-tone as far as nearby tallow was concerned. Nevertheless, producers were not pressing offerings of tallow.

At New York, special was quoted at  $5\frac{1}{2}$ c; extra,  $5\frac{1}{2}$ c and edible at  $5\frac{1}{2}$ c.

Tallow futures at New York, quiet and barely steady, were off about 15 points on the bids, with January and March at 5.35 bid and May at 5.45 bid.

There was no London tallow auction this week. At Liverpool, both Argentine and Australian tallows were unchanged from the previous week at 23s 6d.

The tallow market at Chicago was quiet and easy toward the end of the week, reflecting weakness in lard and cottonseed oil. Few tanks of prime sold around midweek at  $5\frac{1}{2}$ c, Chicago and Cincinnati, after earlier trading at around  $5\frac{1}{2}$ @ $5\frac{1}{2}$ c; demand was quiet on Thursday. Tank off-prime reported at  $5\frac{1}{2}$ c, Chicago, early in week. Several tanks fancy tallow sold at midweek at  $5\frac{1}{2}$ c, Cincinnati. Offerings of edible tallow were available at the market on Thursday, a few tanks having sold earlier at  $5\frac{1}{2}$ c, Cincinnati, for February delivery. Special tallow offered at  $5\frac{1}{2}$ c, Chicago, at midweek; buyers' ideas  $5\frac{1}{2}$ c. Special and No. 1 tallow were available at the list Thursday; several tanks special sold late last week at  $5\frac{1}{2}$ c, Chicago and Cincinnati, for January. With the exception of Wednesday, which featured a fairly broad movement, the tallow market at Chicago remained quiet to dull throughout the week. Thursday's quotations at Chicago were:

Edible tallow .....	5% @ $5\frac{1}{2}$
Fancy tallow .....	5% @ $5\frac{1}{2}$
Prime packers .....	5% @ $5\frac{1}{2}$
Special tallow .....	5% @ $5\frac{1}{2}$
No. 1 tallow .....	5% @ $5\frac{1}{2}$

**STEARINE.**—Demand was only fair at New York for oleo stearine and prices dropped  $\frac{1}{4}$ c, with about 500 barrels trading at  $6\frac{1}{2}$ c. Subsequently there were offerings for export at  $6\frac{1}{2}$ c, and demand was limited. The market was quoted at  $6\frac{1}{2}$ @ $6\frac{1}{2}$ c.

At Chicago, the market was quiet and steady. Prime eased up a little on Thursday, at which time the quotation was  $6\frac{1}{2}$ c.

**OLEO OIL.**—Demand was slow and interest routine at New York but prices were steady. Extra was quoted at  $7\frac{1}{4}$ @ $7\frac{1}{4}$ c; prime  $7\frac{1}{4}$ c and lower grades,  $6\frac{1}{2}$ @ $7\frac{1}{4}$ c.

At Chicago, demand was quiet but prices steady. Extra and prime were unchanged at 7c and  $6\frac{1}{2}$ c.

**LARD OIL.**—Trade was slow and the market barely steady at New York, due to weakness in raw materials. No. 1 was quoted at 9c; No. 2,  $8\frac{1}{4}$ c; extra,  $9\frac{1}{4}$ c; extra No. 1,  $9\frac{1}{4}$ c; winter strained,  $9\frac{1}{4}$ c; prime burning,  $10\frac{1}{4}$ c and prime inedible, 10c.

(See page 41 for later markets.)

**NEATSFOOT OIL.**—Demand was quiet and the market without change at New York. Cold test was quoted at  $19\frac{1}{4}$ c; extra,  $9\frac{1}{2}$ c; No. 1,  $9\frac{1}{4}$ c; prime,  $9\frac{1}{4}$ c and pure,  $14\frac{1}{4}$ c.

**GREASES.**—A moderate demand, weakness in lard, and a barely steady tone in tallow made for an easier trend in greases at New York. Yellow and house grease sold at  $5\frac{1}{2}$ c, off  $\frac{1}{2}$  to  $\frac{1}{4}$ c from the previous week. There was no great pressure of grease supplies but consumer interest was limited. Soapers' ideas dropped to the 5c level, while producers were asking  $5\frac{1}{2}$ c, but would trade, it was felt, at the  $5\frac{1}{2}$ c level on bids.

At New York, choice white was quoted at  $5\frac{1}{2}$ c; yellow and house,  $5\frac{1}{2}$ c and brown,  $4\frac{1}{2}$ @ $4\frac{1}{4}$ c.

Chicago grease market shared the depressing effect of easiness in lard and related commodities this week after fairly active trading late last week. White grease sold Thursday at  $5\frac{1}{2}$ c, Chicago, and more offered at this figure, with buyers' ideas around 5c. Previous sales of white grease reported earlier in week at around  $5\frac{1}{2}$ c, Chicago, and  $5\frac{1}{2}$ c, Cincinnati. Tank of yellow grease sold Thursday at  $4\frac{1}{2}$ c, Chicago; earlier sales ranged up to 5c, but prices eased up around middle of week as buyers viewed spread under white grease as too narrow. Tank of brown grease sold Thursday at  $4\frac{1}{2}$ c, Chicago. Quotations on Thursday were:

Choice white grease .....	5% @ $5\frac{1}{2}$
A-white grease .....	5% @ $5\frac{1}{2}$
B-white grease .....	5% @ 5
Yellow grease, 10-15 f.t.a. ....	4% @ 4%
Yellow grease, 16-20 f.t.a. ....	4% @ 4%
Brown grease .....	4% @ 4%

## BY-PRODUCTS MARKETS

Chicago, January 11, 1940.

By-products firm to lower this week on limited activity; large hog runs a depressing factor on parts of the list.

### Blood.

Car dried blood sold Tuesday at \$3.80, basis Chgo.; this commodity now nominally quoted in range shown.

	Unit Ammonia.
Unground .....	\$ 3.65 @ 3.70

### Digester Feed Tankage Materials.

Market largely nominal this week, with offerings light. Sales of unground 6-10% tankage reported at \$4.25, Chgo.; liquid stick nominal.

Unground, 11 to 12% ammonia.....	\$ 3.90 @ 4.00
Unground 6 to 10% choice quality.....	4.25 @ 4.50
Liquid stick .....	2.50 @ 2.60

### Packinghouse Feeds.

Packinghouse feed quotations on a par with last week; easier tendency apparent. Movement seasonal, with stocks light.

	Carlots, Per ton.
60% digester tankage.....	\$ 60.00
50% meat and bone scraps.....	@ 57.50
Blood-meal .....	@ 70.00
Special steam bone-meal.....	@ 50.00

### Bone Meals (Fertilizer Grades).

Market quiet but firm, with sales in this range on the 3 & 50 bone meal.

	Per ton.
Steam, ground, 3 & 50.....	\$ 32.50 @ 35.00
Steam, ground, 2 & 26.....	32.50 @ 35.00

### Fertilizer Materials.

Easier tendency in this market, which remains largely nominal.

	Per ton.
High grd. tankage, ground, 10@11% am. ....	\$ 3.50 @ 3.60 & 10c
Bone tankage, ungrd., per ton.....	25.00 @ 27.50
Hoof meal .....	2.75 @ 2.85

### Dry Rendered Tankage.

Low test cracklings offered at \$.85, with no buyers; high test nominal in range shown.

Hard pressed and expeller unground, up to 48% protein (low test)....	\$ .85 @ .85
above 48% protein (high test)....	.77% @ .80
Soft prsd. pork, ac. grease and qual- ity, ton .....	50.00 @ 52.50
Soft prsd. beef, ac. grease and qual- ity, ton .....	40.00 @ 42.50

### Gelatine and Glue Stocks.

Gelatine and glue stocks market remains very quiet; prices unchanged.

	Per ton.
Calf trimmings .....	\$ 18.00 @ 20.00
Sinews, pizzles .....	@ 18.00
Cattle jaws, skulls and knuckles.....	@ 35.00
Hide trimmings .....	13.00 @ 14.00
Pig skin scraps and trim, per lb., l.c.l.	3% @ 8% c

### Horns, Bones and Hoofs.

Slightly easier tone on cattle hoofs and junk bones.

	Per ton.
Horns, according to grade.....	\$ 35.00 @ 60.00
Cattle hoofs, house run.....	@ 32.50
Junk bones .....	22.50 @ 23.00

### Animal Hair.

Market quiet at last week's prices.

Winter coil dried, per ton.....	\$ 30.00 @ 35.00
Summer coil dried, per ton.....	22.50 @ 25.00
Winter processed, black, lb. ....	6% @ 7c
Winter processed, gray, lb. ....	5% @ 6c
Summer processed, gray, lb. ....	3 @ 3% c
Cattle switchies .....	2% @ 2% c

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

### Ammunites.

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, Jan. to June, 1940.....	@28.00
Blood, dried, 16% per unit.....	@ 3.45
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	4.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@52.00
Jan. shipment.....	@52.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton: bulk, Jan. to June, 1940, inclusive, ex-vessel Atlantic and Gulf ports.....	@27.00
in 200-lb. bags.....	@28.30
in 100-lb. bags.....	@29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	3.25 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.50 & 10c

### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. spot.....	@32.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f. spot.....	@30.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 10% fat.....	@ 8.50
Dry Rendered Tankage.	
50/55% protein, unground.....	@77½c
60% protein, unground.....	@80c

## EASTERN FERTILIZER MARKETS

New York, January 10, 1940.

The crackling market was much weaker the past week and material is offered at 77½c per unit, f.o.b. New York. Sales were made at 80c and then material was offered lower. Buying interest is very small.

Feeding tankage declined in sympathy with other materials and sales were made at \$3.50 and 10c, f.o.b. New York. Several sales of dried blood were made at \$3.45, f.o.b. New York, and additional quantities were offered at this figure. There is considerable resale material on the market as buyers plan to cut down their inventories.

Japanese sardine meal is holding fairly steady and various chemicals are moving out on contract.

## TALLOW FUTURE TRADING

Monday, Jan. 8.—Close: Mar. and May, 5.50 b; no sales.

Tuesday, Jan. 9.—Close: Jan. and Mar., 5.35 b; May and July, 5.45 b.

Wednesday, Jan. 10.—Close: Mar., 5.35 b; May, 5.45 b; no sales.

Thursday, Jan. 11.—Close: Jan. and Mar. 5.35 b; May and July, 5.45 b.

Friday, Jan. 12.—Close: Jan. and Mar., 5.35 b; May 5.45 b; no sales.

## HULL OIL MARKETS

Hull, England, January 10, 1940.—Refined cotton oil was quoted at 30s 6d, ex mill, naked. Egyptian crude, 26s.

Is too much fat going to the casing on your hog bungs? Read chapter 2 of "PORK PACKING," The National Provisioner's pork plant book.

## Are You Interested in PLANT MODERNIZATION?

Upon completion, the new plant of the Girard Packing Company, Philadelphia, was described as "five years ahead of its time."

THE NATIONAL PROVISIONER now has available reprints of the complete story of this modern packing plant, including floor plans and details of the many innovations which distinguish it.

Until the supply, which is limited, is exhausted, they can be had for 25c each, remittance in stamps if you prefer. Fill out the coupon below:

The National Provisioner,  
407 So. Dearborn St., Chicago, Ill.

Please send me reprint on the new Girard plant. I am a subscriber to The National Provisioner.

Name .....  
Street .....  
City .....  
(Enclosed find 25c in stamps.)

## Brands and Trade Marks

In this column from week to week will be published trade mark applications of interest to readers of THE NATIONAL PROVISIONER. They have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

Lyman L. Busse, Lawrenceville, Ill.—For dog food. Trade mark: FLASH, with drawing of a racing greyhound superimposed on a background of a double-lined circle with a bolt of lightning through it. Claims use since January, 1937. Application serial No. 423,967.

Illinois Meat Co., Chicago, Ill.—For canned pork loaf. Trade mark: BROADCAST (top of label), Redi-Meat (bottom of label). The words "Redi-Meat" are disclaimed apart from the mark. Claims use since July 19, 1939. Application serial No. 423,169.

The Ohio Provision Co., Cleveland, Ohio.—For bacon. Trade mark: OPROCO. The letters are white on a black background. Claims use since July 7, 1939. Application serial No. 423,404.

Swift & Company, Chicago, Ill.—For canned pork. Trade mark: PREM. Claims use since Sept. 16, 1939. Application serial No. 424,373.

Flash Dog Food Co., Harbor City, Calif.—For canned dog and cat food. Trade mark: FLASH, with drawing of a Boston terrier's head in a circle. Claims use since Sept. 18, 1939. Application serial No. 424,542.

## COTTON OIL TRADING

COTTONSEED OIL.—Valley and Southeast crude was quoted Thursday at 5½c nominal; Texas, 5½c nominal at common points, and Dallas, 6c nominal.

Futures market transactions for the week at New York were:

### FRIDAY, JANUARY 5, 1940.

	Sales.	Range—	Closing—
		Sales. High. Low.	Bid Asked.
January .....	...	... 700	718
February .....	7	710 706	705 nom
March .....	1	716	716 trad
April .....	14	720 716	714 nom
May .....	9	732 727	720 nom
June .....	9	732 727	724 nom
July .....	9	732 727	728 trad
August .....	...	... 734	734 nom
	Sales, 30 contracts.		

### SATURDAY, JANUARY 6, 1940.

January .....	2	712 712	708 720
February .....	1	716	712 nom
March .....	1	716	716
April .....	1	726	721 nom
May .....	1	726	728 nom
June .....	18	736 728	734 736
July .....	18	736 728	734 736
August .....	...	... 739	739 nom
	Sales, 22 contracts.		

### MONDAY, JANUARY 8, 1940.

January .....	...	...	701	715
February .....	...	...	705	705 nom
March .....	7	710 707	710 712	
April .....	20	720 717	715 722	
May .....	22	733 728	724 731	
June .....	22	733 728	731 trad	
July .....	...	...	736	736 nom
	Sales, 49 contracts.			

### TUESDAY, JANUARY 9, 1940.

January .....	...	...	680	705
February .....	36	704	696	698
March .....	53	716	707	703 nom
April .....	43	710	701	710 trad
May .....	30	722	711	713 nom
June .....	71	726	717	718 trad
July .....	...	...	723	723 nom
	Sales, 160 contracts.			

### WEDNESDAY, JANUARY 10, 1940.

January .....	...	...	688	705
February .....	...	...	690	690 nom
March .....	25	695	691	698
April .....	...	...	703	703 nom
May .....	43	710	701	710 trad
June .....	30	722	711	722 trad
July .....	722	712	716	716 nom
	Sales, 98 contracts.			

### THURSDAY, JANUARY 11, 1940.

January .....	700	700	685	bid
February .....	699	691	694	nom
March .....	712	702	705	nom
May .....	722	712	716	nom

Sales, 62 contracts.

(See page 41 for later markets.)

## DEPLORES TRADE BARRIERS

Unless restrictive interstate trade barriers are removed by action of individual states, extension of federal control of interstate commerce along the lines exercised by Europe's totalitarian states may become necessary, Charles H. Janssen, president of the National Association of Margarine Manufacturers, declared in a recent address before the Indianapolis Sales Executives' Council.

Prohibitive taxes imposed on the sale of margarine by some states were cited by Mr. Janssen as typical trade barriers, along with certain truck and motor vehicle regulations, ports-of-entry, use taxes and discriminatory measures affecting livestock, dairy products and foods in general. The majority of such laws protect minority interests, he said, and will not be given up without a struggle.

# Cotton Oil Futures Barely Steady in Moderate Trade

Prices resist professional selling—Weakness in lard a bearish factor—Consumers buying only as needed—December cotton oil consumption totaled 235,651 bbls.—Crude oil easier but not weak—Soybean oil declines with sales at 5½c.

**C**OTONSEED oil futures market displayed a barely steady tone in a moderate trade the past week, and averaged slightly lower, but prices continued to go down hard. The local professional element in the main was constantly pressing the decline, influenced by weakness in allied and outside markets, particularly in lard, and due to persistent reports of a slow to moderate cash oil and shortening trade.

There was some mild liquidation and a little outside selling of cottonseed oil, but absorption through commission house brokers and trade brokers was persistent on a scale downwards, and this continued to give the oil market a relatively firm appearance. It was noticeable that whenever outside markets displayed any recuperative power, cottonseed oil futures rallied rather easily. Throughout the week hedges were being taken out of the ring, presumably against cash sales, and while not large in volume, this buying tended to give the market a certain degree of support.

Consumers apparently were taking oil only as needed. However, there was no pressure of crude or seed from the South and visible stocks of cottonseed oil are in strong hands. The seed and crude crops are closely marketed, and leading refining interests are believed to be not adverse to higher levels for the futures market at this season. The trade was disappointed by failure of consumer demands to develop following the holidays, as inventories had been allowed to run down considerably prior to the turn of the year.

## Oil Outlook Good

Consumption of cottonseed oil is going on steadily and supplies on hand are not burdensome. There is a large potential demand for the future and imports of various oils are still restricted by scarcity and high prices of shipping space. The next cotton crop will be controlled at about 12,000,000 bales, which is not expected to furnish any burdensome supplies. Open interest in lard is steadily increasing, and various rumors overspread the trade as to where all of the buying power in lard was coming from. At times it was reported that leading cottonseed oil interests were buying lard, supposedly because of its cheapness compared with tallow and in an effort to support inventories of cottonseed oil.

Crude oil was a trifle easier, but was far from being weak. A little crude changed hands in the Southeast and Valley at 6c during the week, followed by small sales in the Valley at 5½c. Subsequently the price in the Southeast and Valley was 5½c bid, 6c asked, while Texas was 5½c to 5¾c bid, according to location. Texas seed was quoted at from \$28.00@\$33.00 per ton, according to quality. At Dallas, crude was quoted at 6@6½c, cottonseed meal \$34.50 per ton and cottonseed \$30.00 per ton.

Soybean oil was easier, largely due to pressure from resellers. Reports indicated that quite a little oil changed hands at 5½c with that figure bid, while mills were asking 5½c or higher. There was a little export business in fats and oils this week with the Continent, but not enough demand to be much of a factor.

Estimates on December consumption of cottonseed oil were running from 225,000 to 280,000 bbls. In December 1938, cottonseed oil consumption was 210,000 bbls.

**COCONUT OIL.**—Demand was quiet and prices were steady. At New York, bulk oil was quoted around 3¾c. On the Pacific coast the market was called 3c.

**CORN OIL.**—Limited mill selling at the 6c level was reported, and the market had a barely steady tone. Some producers, however, were holding for the 6½c level.

**SOYBEAN OIL.**—The market was easier during the past week and considerable oil changed hands at 5½c. Resellers supplied the contracts. Mill ideas were above that level and mills

were reported buying back some of their contracts on the declines. The market was influenced by the easier trend in competing products. At New York, mills were asking 5½c and higher.

**PALM OIL.**—Trade was quiet and the market was steady. Nigre spot in drums was quoted at 5½c. Sumatra tanks were quoted at 4@4½c and Sumatra for shipment in bulk at 3¾c@3¾c.

**OLIVE OIL FEET.**—The market at New York was dull at 8c.

**PEANUT OIL.**—Offerings were lacking and the market at New York was nominal. Prices were quoted at 6%, f.o.b. mills.

## FOOD TECHNOLOGISTS TO MEET

First meeting of the Institute of Food Technologists is to be held June 17 to 19 at the Morrison hotel, Chicago. Program will consist in part of four three-hour sessions devoted to symposiums on food engineering and on influence of processing on vitamin content of food supplemented by voluntary and solicited papers on food preservation, composition of foods, methods of analysis of foods, and packaging of foods.

Plans for the meeting are being worked out by the newly organized Chicago Association of Food Technologists, headed by Dr. E. H. Harvey, Wilson & Co., chairman of the local arrangements committee of the Institute of Food Technologists.

The Institute of Food Technologists was organized in Cambridge, Mass., last July at the close of the second conference on food technology held under the auspices of the Massachusetts Institute of Technology. Its officers are: president, Dr. S. C. Prescott, Dean of Science, Massachusetts Institute of Technology; vice president, Dr. Roy C. Newton, chief chemist, Swift & Company, Chicago, and secretary-treasurer, Dr. G. J. Hucker, N. Y. State Agricultural Experiment Station, Geneva, N. Y.

Its membership consists of chemists, bacteriologists, process engineers, and others similarly trained or experienced in the manufacture, preservation and handling of food. While graduation from a college or a university with majors in at least two such sciences as chemistry, physics, biology, micro-biology and engineering, in the relation to food handling and processing, is regarded as a desirable prerequisite to membership eligibility, an experience of at least three years in some type of technological work with foods will meet minimum requirements for full membership.

Any person who lacks the prescribed professional training, but who, through long experience has distinguished himself in food technology, is eligible to full membership. Those who are active in special limited aspects of food technology or any scientifically trained individual who is looking forward to a career in the food industry is eligible to an affiliate membership.

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 11, 1940.—Cotton oil futures were down 15 to 20 points during past week, with crude offerings extremely light; 5½c lb. bid. Valley with 6@6½c lb. asked for stragglers lots. Soapstock and black grease continue firm, due to small production. Tomorrow's December consumption report may stimulate activity in bleachable and other grades as from now on the reduced crude available will likely be insufficient to meet current needs.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, January 11, 1940.—Forty-three per cent cottonseed cake and meal basis Dallas for interstate shipment quoted at \$34.00. Prime cottonseed oil quoted at 5½c lb. nominal, depending on location.

# Does your truck insulation shed water -- like a duck?



Dry-Zero Insulation offers 3 essential qualities for meat trucks—

**1 HIGH THERMAL EFFICIENCY**—has a "k" factor of 0.24—the lowest of any commercial insulant. Thus, truck walls can be thinner.

**2 LIFETIME EFFICIENCY**—Maintains its high thermal efficiency during the entire life of the truck. Does not rot, mold, pack, or absorb moisture.

**3 LIGHT WEIGHT**—Weighs less than 2 oz. per board foot—only 1/7 as much as cork. Hence, payloads can be increased.



Dry-Zero insulated city delivery truck—one of eight similar units—built by Able Autobody Co., Chicago, for Mickelberry's.

## Or—does it soak up moisture and become soggy and worthless?

When it is new, your truck insulation may keep out heat. But if it becomes water-logged by the condensation of water vapor in the atmosphere, its insulating efficiency is destroyed. Then, low temperatures cannot be maintained inside your trucks.

The fibers of Dry-Zero insulation are naturally waterproof (non-hy-

groscopic). They shed water "like a duck." That's why Dry-Zero maintains its high thermal efficiency during the entire life of your truck.

For "lifetime" insulating efficiency in your next refrigerated truck—specify Dry-Zero insulation. Dry-Zero Corporation, 222 N. Bank Drive, Chicago.

# DRY-ZERO INSULATION

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

### Carcass Beef

	Week ended	Cor. week,
	Jan. 10, 1940.	1939.
	per lb.	per lb.
Prime native steers—		
400-600	17	@18
600-800	17%	@18%
800-1000	17%	@18%
Good native steers—		
400-600	16½	@17
600-800	16½	@17½
800-1000	16½	@17½
Medium steers—		
400-600	16½	@16½
600-800	14½	@15½
800-1000	14½	@15½
Heifers, good, 400-600	15½	@16
Cows, 400-600	10½	@11½
Hind quarters, choice	18½	@20½
Fore quarters, choice	12	@13½

### Beef Cuts

Steer loins, prime.....	unquoted	40
Steer loins, No. 1.....	32	32
Steer loins, No. 2.....	24	28
Steer short loins, prime.....	unquoted	50
Steer short loins, No. 1.....	42	39
Steer short loins, No. 2.....	32	32
Steer loin ends (hips).....	22	28
Steer loin ends No. 2.....	22	25
Cow loins.....	17	18
Cow short loins.....	18	20
Cow loin ends (hips).....	16	16
Steer ribs, prime.....	unquoted	30
Steer ribs, No. 1.....	22	24
Steer ribs, No. 2.....	21	21
Cow ribs, No. 2.....	12½	16
Cow ribs, No. 3.....	12	12
Steer round, prime.....	unquoted	18
Steer rounds, No. 1.....	17	17
Steer rounds, No. 2.....	16	15½
Steer chuck, prime.....	unquoted	15½
Steer chuck, No. 1.....	13½	13½
Steer chuck, No. 2.....	12	14
Cow rounds.....	13	13
Cow chuck.....	10½	11½
Steer plates.....	7½	11½
Medium plates.....	7	9
Briskets, No. 1.....	12	14
Steer navel ends.....	6	9½
Cow navel ends.....	6½	8½
Fore shanks.....	9	9½
Hind shanks.....	8	7½
Strip loins, No. 1, b.s.l.....	55	55
Strip loins, No. 2.....	45	50
Sirloin butts, No. 1.....	26	29
Sirloin butts, No. 2.....	19	21
Beef tenderloins, No. 1.....	65	63
Beef tenderloins, No. 2.....	60	50
Rump butts.....	15	14
Flank steaks.....	21	20
Shoulder clods.....	16	15½
Hanging tenderloins.....	17	17
Insides, green, 6@6 lbs.....	17	17½
Outsides, green, 5@6 lbs.....	15½	16
Knuckles, green, 5@6 lbs.....	16	16

### Beef Products

Brains.....	6	7
Hearts.....	9	10
Tongues.....	18	20
Sweetbreads.....	17	17
Ox-tail.....	10	12
Fresh tripe, plain.....	10	10
Fresh tripe, H. C. ....	11½	11½
Livers.....	20	20
Kidneys.....	9	10

### Veal

Choice carcass.....	15½	16
Good carcass.....	14½	13
Good saddles.....	20	18
Good racks.....	11	13
Medium racks.....	9	10

### Veal Products

Brains, each.....	10	10
Sweetbreads.....	30	36
Calf livers.....	38	50

### Lamb

Choice lambs.....	16	18
Mutton lambs.....	15	16
Choice saddles.....	19	20
Medium saddles.....	18	18
Choice fore.....	13	16
Medium fore.....	12	14
Lamb fries.....	32	31
Lamb tongues.....	17	16
Lamb kidneys.....	15	20

### Mutton

Heavy sheep.....	6	8
Light sheep.....	8	10
Heavy saddle.....	7	10
Light saddle.....	10	12
Heavy fore.....	5	6
Light fore.....	6	8
Mutton legs.....	10	12
Mutton loins.....	9	12
Mutton stew.....	6	6
Sheep tongues.....	13½	12½
Sheep heads, each.....	11	10

## Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.....	12½	15 1/2
Picnics.....	9	12
Skinned shoulders.....	9½	12½
Tenderloins.....	22	30
Spare ribs.....	8½	12
Back fat.....	7	8
Boston butts.....	11½	15
Boneless butts, cellar trim, 2@4	15	18½
Hocks.....	7	9
Tails.....	5	9
Neck bones.....	2½	4
Slip bones.....	9	11
Bladder bones.....	6	11
Big's feet.....	2½	4
Kidneys, per lb.....	7	10
Livers.....	8	10
Brains.....	7	9
Ears.....	4	8
Snouts.....	6½	7½
Heads.....	7½	7½
Chitterlings.....	6½	6½

## DRY SALT MEATS

Clear bellies, 16@18 lbs.....	6½	n
Clear bellies, 18@20 lbs.....	6½	n
Rib bellies, 25@30 lbs.....	4½	n
Fat backs, 10@12 lbs.....	5	n
Fat backs, 14@16 lbs.....	5½	n
Regular plates.....	5½	n
Jowl butts.....	4½	n

## WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper.....	17	17½
Fancy skinned hams, 14@16 lbs., parchment paper.....	17	18½
Standard reg. hams, 14@16 lbs., plain.....	16	16½
Picnics, 4@6 lbs., short shank, plain.....	18	14
Picnics, 4@6 lbs., long shank, plain.....	11½	12½
Fancy bacon, 6@8 lbs., plain.....	17½	18
Standard bacon, 6@8 lbs., plain.....	15	16
Inside, 8@12 lbs.....	36	37
Outside, 5@9 lbs.....	34	35
Knuckles, 5@9 lbs.....	33	34
Cooked hams, choice, skin on, fatted.....	28½	n
Cooked hams, choice, skinless, fatted.....	28½	n
Cooked picnics, skin on, fatted.....	24	n
Cooked picnics, skinless, fatted.....	24	n

## BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces.....	12.75	
80-100 pieces.....	11.00	
100-120 pieces.....	10.75	
Clear plate pork, 25-35 pieces.....	13.00	
Beef pork.....	13.00	
Brisket pork.....	18.00	
Plate beef.....	19.00	
Extra plate beef.....	19.00	

## SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings.....	5½	5%
Special lean pork trimmings 85%.....	11½	
Extra lean pork trimmings 95%.....	12½	13
Pork cheek meat (trimmed).....	7½	
Pork hearts.....	4½	4½
Pork livers.....	4½	5
Native boneless bull meat (heavy).....	15½	15½
Boneless chuck.....	13	13½
Shank meat.....	12	12½
Beef trimmings.....	10	10½
Beef cheeks (trimmed).....	8½	
Dressed canners, 350 lbs. and up.....	9½	9½
Dressed cutter cows, 400 lbs. and up.....	10	10½
Dr. bologna bulls, 600 lbs. and up.....	11½	11½
Pork tongues, canner trim, S. P.....	8½	

## DRY SAUSAGE

Cervelat, choice, in hog bungs.....	35	
Thuringer cervelat.....	27½	
B. C. salami, choice.....	31	
Milano, salami, choice in hog bungs.....	30	
B. C. salami, new condition.....	18	
Frisées, choice, in hog middles.....	30	
Genoa style salami, choice.....	37	
Pepperoni.....	27	
Mortadella, new condition.....	18	
Capicola.....	28	
Italian style hams.....	31	
Virginia hams.....	39½	

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	20%
Country style sausage, fresh in link.....	15%
Country style sausage, fresh in bulk.....	20%
Country style sausage, smoked.....	22%
Frankfurters, in sheet casings.....	22%
Bologna in beef bungs, choice.....	16%
Bologna in beef rounds, choice.....	14%
Liver sausage in hog bungs.....	16%
Smoked liver sausage in hog bungs.....	21%
Head cheese.....	14%
New England luncheon specialty.....	21
Minced luncheon specialty, choice.....	18
Tongue & blood.....	16%
Blood sausage.....	16
Souse.....	16
Polish sausage.....	20%

## LARD

Prime steam, cash, Bd. Trade.....	5.87½
Prime steam, loose, Bd. Trade.....	5.15
Refined lard, tierces, f.o.b. Chgo.....	7.12½
Kettle rend., tierces, f.o.b. Chgo.....	8.12½
Leaf, kettle rend., tierces, f.o.b. Chgo.....	8.12½
Neutral, tierces, f.o.b. Chicago.....	7.87½
Shortening, tierces, c.a.f.....	10.00

## OLEO OIL AND STEARINE

Extra oleo oil (in tierces).....	7
Prime No. 2 oleo oil.....	6½
Prime oleo stearine.....	6

## TALLOW AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid.....	5@ 5½
Fancy tallow, under 2% acid.....	5@ 5½
Prime packers tallow, 3-4% acid.....	5@ 5½
Special tallow.....	5½
No. 1 tallow, 10% f.f.a.....	5
Choice white grease, all hog.....	5½
A-White grease, 4% acid.....	5½
B-White grease, maximum 5% acid.....	5½
Yellow grease, 16-20 f.f.a.....	4½@ 4½
Brown grease, 25 f.f.a.....	4½

## ANIMAL OILS

Per lb.

Prime edible lard oil.....	10½
Prime burning oil.....	10
Extra W. S. lard oil.....	9½
Extra lard oil.....	9
Extra No. 1 lard oil.....	8½
Spec. No. 1 lard oil.....	8½
No. 1 lard oil.....	8½
No. 2 lard oil.....	8½
Acidless tallow oil.....	8½</

# QUALITY - THAT'S WHAT COUNTS!

A Statement  
from FRED W. MOORE,  
President,  
DIAMOND CRYSTAL SALT CO., INC.



"Perhaps we're a bit old fashioned at Diamond Crystal—we figure it doesn't pay to cut corners on quality. Maybe we could do it, but in the long run it would be mighty poor business. "Top quality established Diamond Crystal Alberger Salt. And we believe the *honest, dependable quality* that we have been providing our customers for more than 50 years will continue to keep Diamond Crystal Alberger Salt in the forefront."

(Signed) *Fred W. Moore*

There is a Diamond Crystal salesman near you who will be glad to tell you the full story on Diamond Crystal's advantages. If you'll write, we'll be glad to have him call.

DIAMOND CRYSTAL  
SALT CO., INC.  
ST. CLAIR, MICH.



## SOME FACTS ABOUT DIAMOND CRYSTAL

- 1 It's a clean salt.
- 2 It dissolves rapidly.
- 3 It has true salt flavor.



- 4 It comes in soft, fluffy crystals.
- 5 Its uniform high purity is assured.
- 6 So is the correct grain size for your use.
- 7 Dependable quality and service for more than 50 years!

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DIAMOND CRYSTAL *Alberger Process* SALT

## Chicago Markets

(Continued from page 37.)

### CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w/hse stock).	
In 425-lb. bbls., delivered	\$ 8.75
Salt peter, less than ton lots:	
Dbl. refined granulated	6.00
Small crystal	7.50
Medium crystal	8.25
Large crystals	8.65
Dbl. rfd. gran. nitrate of soda	8.75
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago, per ton:	
Granulated	7.20
Medium, dried	10.20
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	\$2.90
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%).	\$4.65
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	\$4.25
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	\$4.15
Dextrose, in car lots, per cwt. (in cotton bags)	\$3.64
In paper bags	\$3.59

### SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.	\$16
Domestic rounds, 140 pack.	\$15
Export rounds, wide.	\$14
Export rounds, medium.	\$12
Export rounds, narrow.	\$13
No. 1 weasands.	\$0.06
No. 2 weasands.	\$0.03
No. 1 bungs.	\$0.11
No. 2 bungs.	\$0.08
Middles, regular	\$0.50
Middles, select, wide, 2 $\frac{1}{4}$ in.	\$0.55
Middles, select, extra wide, 2 $\frac{1}{4}$ in. and over	\$0.80
Dried bladders:	
12-15 in. wide, flat	.85
10-12 in. wide, flat	.70
8-10 in. wide, flat	.40
6-8 in. wide, flat	.25
Pork casings:	
Narrow, per 100 yds.	2.25
Narrow, special, per 100 yds.	2.20
Medium, regular	1.65
English, medium	1.50
Wide, per 100 yds.	1.85
Extra wide, per 100 yds.	.90
Export bungs	.19
Large prime bungs	.14
Medium prime bungs	.07
Small prime bungs	.03%
Middles, per set	.14
Stomachs	.09

### SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, prime	18	20
Resifted	18 $\frac{1}{4}$	20 $\frac{1}{4}$
Chili pepper	22	22
Powder	22	22
Cloves, Amboyna	29	35
Zanzibar	20	25
Madagascar	16	20 $\frac{1}{4}$
Ginger, Jamaica	16	15
African	11	15
Mace, Fancy Bands	68	76
East India	60	68
East & West India Blend	62	62
Mustard flour, fancy	25	19
No. 1	24	29
Nutmeg, fancy Bands	24	29
East India	22	26 $\frac{1}{4}$
East & West India Blend	22	26 $\frac{1}{4}$
Paprika, Spanish	42	42
Fancy Hungarian	39	37
No. 1 Hungarian	37	37
Pepper, Cayenne	50	50
Red No. 1	21	21
Black Malabar	10 $\frac{1}{4}$	14 $\frac{1}{4}$
Black Lampong	6 $\frac{1}{4}$	7 $\frac{1}{4}$
Pepper, white Singapore	9 $\frac{1}{4}$	12 $\frac{1}{4}$
Muntok	9 $\frac{1}{4}$	12 $\frac{1}{4}$
Packers	12	12

### SEEDS AND HERBS

	Ground	
	Whole.	Sausage.
	Per lb.	Per lb.
Caraway seed	16	21
Celery seed, French	21	25
Comfrey seed	17 $\frac{1}{2}$	22 $\frac{1}{2}$
Coriander, Morocco bleached	7	8
Coriander, Morocco natural No. 1	6 $\frac{1}{4}$	8 $\frac{1}{4}$
Mustard seed fancy yellow	21	21
American	19	21
Marjoram, French	33	39
Oregano	13 $\frac{1}{4}$	17 $\frac{1}{4}$
Sage fancy Dalmatian	14	18
Dalmatian No. 1	18	17

# NEW YORK MARKET PRICES

### LIVE CATTLE

Steers, medium and good	\$ 9.00@10.00
Cows, medium	8.00@ 6.50
Cows, cutter and common	5.25@ 5.75
Bulls, good	4.75@ 5.00
Bulls, medium	7.50@ 8.00
Bulls, cutter and common	6.75@ 7.25

### LIVE CALVES

Vealers, good and choice	\$10.50@14.00
Vealers, common and medium	9.00@ 9.50
Vealers, culs	7.00@ 8.00
Calves, common to good	6.65@ 7.75

### LIVE LAMBS

Sheep and lambs	\$ @nom.
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### DRESSED BEEF

#### City Dressed.

Choice, native, heavy	17 $\frac{1}{4}$ @18 $\frac{1}{4}$
Choice, native, light	17 $\frac{1}{4}$ @19
Native, common to fair	16 @17

### BEEF CUTS

	Western.	City.
No. 1 ribs	23 @24	21 @23
No. 2 ribs	20 @21	20 @20
No. 3 ribs	19 @20	19 @20
No. 1 loins	32 @36	36 @40
No. 2 loins	26 @32	30 @35
No. 3 loins	20 @24	25 @28
No. 2 hinds and ribs	20 @21	21 @24
No. 2 hinds and ribs	18 @19	19 @21
No. 1 rounds	17 @17	17 @16
No. 2 rounds	16 @16	16 @15
No. 3 rounds	15 @15	15 @14
No. 1 chuck	15 @15	15 @14
No. 2 chuck	14 @14	14 @13
No. 3 chuck	13 @13	13 @12
City dressed bologna	13 $\frac{1}{4}$ @14 $\frac{1}{4}$	14@14
Rolls, reg. 4@6 lbs. av.	18 @20	20 @22
Rolls, reg. 6@8 lbs. av.	23 @25	25 @27
Tenderloins, 4@6 lbs. av.	50 @60	60 @60
Tenderloins, 5@8 lbs. av.	50 @60	60 @60
Shoulder clods	16 @18	18 @18

### DRESSED VEAL

Good	18 @19
Medium	17 @18
Common	15 @16

### DRESSED SHEEP AND LAMBS

Genuine spring lambs, good	16 @17
Genuine spring lambs, good to medium	15 @16
Genuine spring lambs, medium	14 @15
Sheep, good	8 @ 9
Sheep, medium	7 @ 8

### COOKED HAMS

Cooked hams, choice, skin on, fatted	@83c
Cooked hams, choice, skinless, fatted	@83c

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	20 @21
Regular hams, 10@12 lbs. av.	19 $\frac{1}{2}$ @20 $\frac{1}{2}$
Regular hams, 12@14 lbs. av.	18 $\frac{1}{2}$ @19 $\frac{1}{2}$
Skinned hams, 10@12 lbs. av.	20 @21
Skinned hams, 12@14 lbs. av.	19 @20
Skinned hams, 16@18 lbs. av.	18 $\frac{1}{2}$ @19 $\frac{1}{2}$
Skinned hams, 18@20 lbs. av.	18 @20
Picnics, 4@6 lbs. av.	14 @15 $\frac{1}{4}$
Picnics, 6@8 lbs. av.	14 @15 $\frac{1}{4}$
City pickled bellies, 8@12 lbs. av.	16 @17
Bacon, boneless, Western	18 @19
Bacon, boneless, city	17 @18
Roulottes, 8@10 lbs. av.	19 @20
Beef tongue, light	22 @23
Beef tongue, heavy	23 @24

### FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, 1. c. trimmed	28c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	70c a pound
Beef kidneys	4c each
Mutton kidneys	4c each
Oxtails, beef	29c a pound
Oxtails, veal	30c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

### BUTCHERS' FAT

Shop Fat	\$2.00 per cwt.
Breast Fat	2.50 per cwt.
Edible Suet	3.50 per cwt.
Inedible Suet	3.00 per cwt.

### GREEN CALFSKINS

5-9 9 $\frac{1}{2}$ -12 $\frac{1}{2}$ 12 $\frac{1}{2}$ -14 14-18 18 up	
Prime No. 1 veals	2.95
Prime No. 2 veals	2.65
Buttermilk No. 1	2.45
Buttermilk No. 2	2.30
Branded grubby	1.25
Number 3	1.25

### BONES AND HOOFS

	Per ton del'd basis.
Round shins, heavy	\$30.00
light	65.00
Flat shins, heavy	60.00
light	55.00
Hoofs, white	65.00
black and white striped	30.00

# HIDES AND SKINS

Packer market quiet—Hide futures moderately lower, buying interest light—Extreme light Texas steers sell steady—Other descriptions offered steady—South American steers 1/2c lower—City calf active.

## Chicago

**PACKER HIDES.**—The packer hide market was a rather dull and listless affair throughout the week. One packer moved 2,700 Dec. extreme light Texas steers early mid-week at steady price of 14½c, which comprised all the reported trading up to and including Friday of this week.

As previously reported, one packer moved a line involving most descriptions at the close of last week at steady prices, while another packer sold a block of heavy native cows steady, although ½c advance had been asked earlier. No follow-up business developed and the market turned quiet. Hide futures worked 31@36 points lower this week, under the adverse influence of somewhat unsettled security markets, as well as other commodities. This caused a withdrawal of speculative interest from the spot market, while tanners are awaiting a renewal of leather buying following the recent shoe show here. Light stock is in a relatively better position than heavy hides, due in part to the recent wide spread existing between calf and kipskins and hides which are suitable for use as side upper leather.

Packers are in position to wait out the market a while, being fairly well sold up to middle Dec. at most points except for scattered small lots, and are not inclined to press offerings. However, hides are available at last trading prices, while buying interest is scanty at the moment.

Native steers last sold at 14½c for Oct. to Dec. take-off. Extreme light native steers last sold at 16c in a limited way; none offered under this figure but the price established on next trading in light cows will have considerable bearing.

Butt branded steers last sold at 14½c, Colorados at 14½c. Heavy Texas steers last moved at 14½c, and light Texas steers at 14c. As mentioned above, one packer this week sold 2,700 Dec. extreme light Texas steers at steady figure of 14½c.

Heavy native cows, mostly Dec. take-off, moved last week in volume at 14½c. Light native cows are offered at 15c for River and northern points together, although a car or so River points moved previous week at 15½c; last previous trading had been at 15c for River points and 14½c for northern light cows. Branded cows moved last at 14½c, previous week.

Holdings of bulls are moderate, with

11c last paid for native and 10c for branded bulls.

Total federal inspected slaughter of cattle for Dec. was 773,408 head, compared with 837,311 in Nov. and 757,557 in Dec. 1938; total cattle slaughter for the year 1939 was 9,446,303, as against 9,776,027 for 1938. Calf slaughter in Dec. was 381,131 head, compared with 449,906 in Nov. and 417,193 in Dec. 1938; calf slaughter for the year 1939 was 5,264,058, as against 5,491,585 for 1938.

Shoe production in Nov. was finally estimated at 31,872,015 pairs, a decrease of 14 per cent under Oct., but an increase of 6 per cent above total for Nov. 1938. Production for first eleven months of 1939 was 390,014,784 pairs, or 8.1 per cent over same period of eleven months in 1938.

**OUTSIDE SMALL PACKER HIDES.**—Market on outside small packer all-weight natives is usually quoted in a general way by buyers at 13½@14c, selected, Chgo. freight, brands ½c less, for moderately heavy stock running around 48 lb. avge.; some mixed lots available at inside price, running around 51 lb. avge. A lower sale was reported in one instance without confirmation. Buyers indicate a willingness to pay up to 14½c for choice light avge. stock around 42-43 lb., but such offerings are scarce now.

**PACIFIC COAST.**—Last trading in the Pacific Coast market, previous week, was at 13½c flat for Dec. steers and cows, f.o.b. Los Angeles; more said to be available that basis now.

**FOREIGN WET SALTED HIDES.**—There was a fair movement of standard steers in the South American market at ½c under the price paid in a limited way previous week. Early in the week 4,500 Smithfield steers sold to England at 103 pesos, equal to 15½c, c.i.f. New York, as against 104 pesos or 15½c paid last week. Another pack of 5,000 LaPlatas was reported sold to Europe, and 4,000 Wilson steers later, all at 103 pesos or 15½c.

**COUNTRY HIDES.**—Trading has been light in country hides. Offerings are said to be a little more liberal and more in line with seasonal expectations, with asking prices fairly well maintained, while buyers are inclined to hold off where possible pending some definite action in the packer market. A sale of untrimmed all-weights around 47 lb. avge. was reported late this week at 12½c, selected, del'd Chgo., with 12½c paid earlier this week for similar stock; generally quoted in this range. Heavy steers and cows quiet and nominal at 10½@11c, flat, trimmed. Buff weights quoted 12½@13c, trimmed, top asked. Good trimmed extremes quoted 14½@15c, with offerings usually held at top figure. Bulls quoted around 8c, trimmed. Glues quoted 10@10½c, trimmed. All-weight branded hides held at 11@11½c,

some asking 11½c, while buyers talk down to 10½c flat.

**CALFSKINS.**—Packers are in a comfortable position on calfskins, being well sold up to the end of the year except for couple lots of southern calf. Last trading was at 27½c for northern heavy calf 9½/15 lb., 26½c for River point heavies, and 26½c for lights under 9½ lb.; Milwaukee all-weight packers last sold at 27c. Packers have been following a policy of selling calfskins as packs are closed and late this week a few Jan. calf were reported available at steady prices.

One collector sold at the week-end a car each, 8/10 lb. city calfskins at 22½c, and 10/15 lb. at 23½c; another collector was credited with selling a car each this week at same figures, being a half-cent over the prices bid early last week. Outside cities, 8/15 lb., quoted 22½@23c nom.; straight countries 16½@17c flat. Chicago city light calf and deacons are offered at \$1.60, with \$1.55 last paid and no bids at the moment.

**KIPSKINS.**—Packer kipskins are quiet but apparently steady, packers being for the most part sold up to end of year except for a few over-weights. Last trading in Dec. kipskins was at 22½c for northern natives and 21c for northern over-weights, southerns a cent less, and 19c for branded kips. Unsold over-weights are still held at 21½c basis northerns.

Chicago city kipskins last sold at 20½c; accumulation is rather slow and no offerings reported at present. Outside cities quoted 20@20½c nom.; straight countries around 16½c flat.

Packer regular slunks are quiet, having been sold up earlier to end of year at \$1.20, and hairless slunk are salable at 65c.

**HORSEHIDES.**—Market in general quiet on horsehides but dealers report picking up scattered lots in line with their ideas of value. Good city renderers, with manes and tails, quoted \$5.20@5.30, selected, f.o.b. nearby sections; ordinary trimmed renderers \$5.00@5.15, del'd Chgo.; mixed city and country lots \$4.65@4.75, Chgo.

**SHEEPSKINS.**—Dry pelts are quiet and nominal around 16½@17c per lb., del'd Chgo. Production very light on packer shearlings and trading correspondingly limited. One packer sold 7,900 at the week-end at steady prices, No. 1's at \$1.35, No. 2's at 90c and No. 3's at 40c. Buyers of small packer shearlings quote one-half to two-thirds of big packer values, according to quality of individual lots. Pickled skins have been slow, with buyer interest light in current production, as skins are running cockly; one packer reports a bid of \$5.50 per doz. for Jan. skins, with \$6.00 asked; others quote market nominally \$5.50@5.75. Packer Jan. wool pelts usually quoted \$2.50@2.55 per cwt. live basis, reported to have been paid for mid-western packer stock, the advance over Dec. being accounted for by the increased yield of wool from the Jan. pelts. Small packer stock quoted by buyers around \$2.25@2.30 per cwt. live basis.

## New York

**PACKER HIDES.**—Last trading in the eastern market was at 15c for Dec. native steers, 14½c for butt brands and 14¾c for Colorados. Market quiet, pending some action in the western market; all packers thought to hold a few Dec. natives, with a few branded steers also still held.

**CALFSKINS.**—No trading by collectors came to light this week and market quoted nominally around \$1.60 on 4-5's, \$2.00 for 5-7's, \$2.70@\$2.80 for 7-9's and \$3.70@\$3.75 for 9-12's. Packers sold 5,000 of the 9-12's at \$4.00, and 1,800 of 12/17 veal kips at \$4.45; these prices were 10c under the asked figures, but 5@10c over last actual sales.

## U. S. STORAGE STOCKS

While meat stocks on January 1 were generally below the 5-year average for January, lard stocks were about 70,000,000 lbs. above the 5-year average and almost double those of December 1. Product in storage on January 1, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

### STORAGE STOCKS.

	Jan. 1,	Dec. 1,	5-Year Av.
Beef, frozen	64,967,000	54,384,000	89,888,000
In cure	10,932,000	10,289,000	17,442,000
Cured	3,089,000	2,999,000	4,684,000
Pork, frozen	176,403,000	87,100,000	168,632,000
D. S. in cure	41,357,000	29,446,000	37,211,000
D. S. cured	23,705,000	15,353,000	24,136,000
S. P. in cure	142,223,000	133,781,000	165,413,000
S. P. cured	81,728,000	66,592,000	106,589,000
Lamb and mutton frozen	4,890,000	4,187,000	4,850,000
Frozen & cured trms, etc.	93,823,000	68,970,000	94,355,000
Lard	161,319,000	88,955,000	95,550,000

Product placed in cure during:

	Dec., 1939.	Dec., 1938.	5-Year Av.
Beef, frozen	22,602,000	18,517,000	33,163,000
Beef put in cure	6,568,000	6,853,000	7,625,000
Port. frozen	116,736,000	94,057,000	100,742,000
D. S. pork put in cure	52,379,000	50,038,000	44,280,000
S. P. pork put in cure	182,035,000	162,130,000	143,399,000
Lamb & mutton frozen	1,393,000	1,016,000	1,474,000

## NEW BRITISH PORK PRICES

The British Ministry of Food has announced new maximum prices in connection with rationing of ham and bacon, according to information received by the Institute of American Meat Packers. These prices are the maximum for the importer in selling to the wholesaler. The prices, effective January 8, in shillings per cwt. (112 lbs.) delivered:

Wiltshires, 125s; middles, 140s; clear bellies, 100s; fore ends or square shoulders, 93s; gammons or hams, green (means pickled), 131s; smoked hams, 142s, and picnics (unrationed), 68s.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Jan. 11, 1940: To the United Kingdom, 181,632; to the Continent, 42. A week ago, to the United Kingdom, 99,859; to the Continent, none.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSING

### Provisions

Hog products were barely steady during the latter part of the week on account of weakness in grains, but hedging was lighter owing to some falling off in the hog run and steadier hog prices.

### Cottonseed Oil

Cottonseed oil was weaker on commission house liquidation and professional selling, owing to weakness in allied and outside markets, but trade brokers were persistent buyers of oil futures, taking hedges out of the ring against cash sales. It is rumored that Canada is buying shortening in a fair way. Southeast and Valley crude, 5½c; Texas, 5½@5¾c; soybean oil, 5½c bid, resellers asking 5¼c, mills asking 5½c. December cotton oil consumption is 235,651 bbls. This is 28,000 bbls. larger than December, 1938. Visible supply is 2,631,000 bbls. against 2,796,000 bbls.

Quotations on bleachable cottonseed oil at close of market on Friday were: Jan., 6.80@6.95; March, 6.88@6.89; May, 7.00; July, 7.09@7.10; 175 lots; steady.

### Tallow

New York extra tallow was quoted at 5½c lb. sales.

### Stearine

Stearine was quoted 6¾@6½c lb.

### Friday's Lard Markets

New York, January 12, 1940.—Prices are for export. Lard, prime western, 6.45@6.55c; middle western, 6.45@6.55; city, 6½c; refined continent, 6½@6½c; South American, 6½@6½c; Brazil kegs, 6½@6½c; shortening, 9½c.

## NEW YORK HIDE FUTURES

Saturday, Jan. 6.—Close: Mar. 15.02@15.06; June 15.26; Sept. 15.52@15.58; Dec. 15.75 n; 87 lots; 1 higher to 1 lower.

Monday, Jan. 8.—Close: Mar. 15.02 n; June 15.30@15.34; Sept. 15.54 n; Dec. 15.76 n; 106 lots; unchanged to 4 higher.

Tuesday, Jan. 9.—Close: Mar. 14.80@14.81; June 15.10; Sept. 15.33@15.36; Dec. 15.54 n; 162 lots; 20@22 lower.

Wednesday, Jan. 10.—Close: Mar. 14.80; June 15.06@15.08; Sept. 15.31 n; Dec. 15.52 n; 279 lots; unchanged to 4 lower.

Thursday, Jan. 11.—Close: Mar. 14.70@14.74; June 14.94@14.95; Sept. 15.17 n; Dec. 15.38 n; 260 lots; 10@14 lower.

Friday, Jan. 12.—Close: Mar. 14.55@14.57; June 14.76@14.79; Sept. 14.99 n; Dec. 15.20 n; 304 sales; closing 15@18 lower.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 12, 1940:

	Week ended Jan. 12,	Prev. week (Rev.)	Cor. week, 1939.
Hvy. nat. stra.	@14½	@14½	@12½
Hvy. Tex. stra.	@14½	@14½	@12
Hvy. butt brnd'd stra.	@14½	@14½	@12
Hvy. Col. stra.	@14½	@14½	@11½
Ex-light Tex. stra.	@11½	@14½	@11½
Brnd'd cows	@11½	@14½	@11½
Hvy. nat. cows.	@11½	@14½	@11½
Lt. nat. cows.	@15½x	14½@15½	@12
Nat. bulls	@11	@11	@8
Brnd'd bulls	@10	@10	@7
Calfskins	20½@21½	26½@27½	19@20
Kips, nat.	@22½	@22½	@16
Kips, ov-wt.	21	21	@15
Kips, brnd'd	@19	@19	@13½
Slunks, reg.	@1.20	@1.20	@80
Slunks, hrs.	@.65	.65	@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	13¾@14½	13¾@14½	10½@11½
Brnd'd	13¾@13¾	13¾@13	10@10½
Nat. bulls	9½@10	9½@10	6@6
Brnd'd bulls	9@9½	9@9½	6@6
Calfskins	22½@23½	22	16@17
Kips	20½@21½	20½@21½	13½@14½
Slunks, reg.	1.00@1.10n	1.00@1.10n	70@75n
Slunks, hrs.	@.50n	@.50n	@.30n

### COUNTRY HIDES.

Hvy. steers	10%@11n	10%@11	7½@7½
Hvy. cows	10%@11n	10%@11	7½@7½
Bulls	12½@13	12½@13	9@9
Extremes	14%@13	15@15	10½@10½
Bulls	@8	@8	5@6
Calfskins	16½@17	16½@17	12@12n
Kips	16½@17	16½@17	11@11n
Horsehides	4.05@5.30	4.60@5.30	2.50@3.25

### SHEEPSKINS.

Pkr. shearlgs.	@1.35	@1.35	@75
Dry pelts	16½@17n	16½@17n	14½@15½

## CHICAGO HIDE FUTURES

Saturday, Jan. 6.—Close: Mar. 15.00 n; no sales; unchanged.

Monday, Jan. 8.—Close: Mar. 15.00 n; no sales; unchanged.

Tuesday, Jan. 9.—Close: Mar. 14.80 ax; no sales; 20 lower.

Wednesday, Jan. 10.—Close: Mar. 14.80 ax; no sales; unchanged.

Thursday, Jan. 11.—Close: Mar. 14.70 ax; no sales; 10 lower.

Friday, Jan. 12.—Close: Mar. 14.50 ax; no sales; closing 20 lower.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended January 6, 1940, were 4,856,000 lbs.; previous week 5,786,000 lbs.; same week last year, 5,185,000 lbs.

Shipments of hides from Chicago for week ended January 6, 1940, were 3,614,000 lbs.; previous week 3,161,000 lbs.; same week last year 3,237,000 lbs.

## MEAT AND LARD EXPORTS

Exports through port of New York during week ended January 11, totaled 480,770 lbs. of lard; no pork or bacon was exported.

# Specially prepared for sausages and meat loaves

Controlled quality  
roller process  
dried skim milk

General Offices, Chicago

WARD MILK PRODUCTS DIVISION  
KRAFT CHEESE COMPANY

# MELOWARD

## Countrywide News Notes

(Continued from page 21.)

for 16 years. The plant will be the only one of its kind in the vicinity. Total cost of the project is estimated at \$10,000.

Erny Reich, once connected with the United Dressed Beef Co., Los Angeles, is now assistant to Jake Frick, sausage foreman for the Union Packing Co.

McCray Packing Co. and the Crocker Packing Co., both of Okmulgee, Oklahoma, have reported increased business for 1939, with 15,000 head of cattle and hogs processed during the year.

Early & Moor, sausage casing specialists, Boston, Mass., distributed a blotter calendar for January. The blotter is printed in red and black on a gilt background.

so much upon the great transportation facilities of the ocean as the Transvaal war now occupying the energies of England. These vessels will not return immediately to their former uses at the close of the war. Germany is hastening to take advantage of the tide which she thinks may set in her direction, and if we show equal appreciation of the opportunity, the United States may secure the position she is entitled to as the greatest producing country of the world." When we have built a merchant marine which can carry our commerce, and have built warships which will be a guarantee of the protection and respect due our flag, the United States will find less difficulty in pushing overseas trade. Let us have a merchant marine commensurate with the importance of our carrying trade!

The annual report of Swift & Company shows a large increase of business in 1899 over 1898. Volume transacted in 1899 was approximately \$165,000,000, as compared to \$150,000,000 the year before. Assets of the company are now \$34,087,140 as against \$29,773,362 in 1898. On January 1, 1900 the surplus over the total liabilities was \$1,926,382.97, as against \$1,074,317.78 for the year previous. Following officers were re-elected: president, G. F. Swift; first vice president, E. C. Swift; second vice president, L. F. Swift; treasurer, L. A. Carton, and secretary, D. E. Hartwell.

## In the News 40 Years Ago

(From The National Provisioner, Jan. 13, 1900.)

In view of our increased productivity, and in view of our natural geographic neutrality in world affairs, and, hence, of our strong command of the trade situation in peace or war, the following from the "Army and Navy Journal" on our need for a large commercial fleet is to the point: "No war in the history of Europe has ever drawn

## In the News 25 Years Ago

(From The National Provisioner, Jan. 9, 1915.)

At the thirtieth annual meeting of stockholders of Swift & Company, president Louis F. Swift reported that the company had done a business of over 2,000,000 tons in meats and by-products, with a value of more than \$425,000,000. It was again illustrated that the prosperity of the packer depends on volume, not margin of profit. The company earned 2½c on each dollar of sales, or \$9,450,000, and this profit amounted to less than ¼c per pound of product. As President Swift said, this was "hardly an item worth considering in the retail price of meat."

Val Decker Packing Co., Piqua, Ohio, has let the contract for erection of a two-story concrete fireproof building.

We acknowledge receipt of a memo book and pencil from Con Yeager. Fine lead, too, and as we don't write much it should last for some time. Have mailed a box of cigars; please acknowledge receipt.

J. H. Robertson, of Chicago, has been appointed district sales manager of the New York territory for the Sulzberger & Sons Co.

Max Phillips, a veteran of the casings trade in this country, has opened offices in New York City, and will engage in business for himself. He has been in the trade for 33 years.

## CALL US IN AS "SEASONING SPECIALISTS TO THE PACKING TRADE"

A "specialist" should have certain exceptional qualifications. We know and believe we have a right to this title on the basis of: 1. Many years of experience. 2. Unsurpassed laboratory and experimental facilities. 3. A policy of using only the choicest natural spices. 4. A reputation for absolute integrity.

Let us consult with you on a seasoning formula to improve the sale of all your meat specialties. Consultation free. No obligation. Write or wire.



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# KVP FOOD PROTECTION PAPERS

MADE IN

"The World's Model Paper Mill"

KALAMAZOO VEGETABLE PARCHMENT COMPANY  
PARCHMENT - KALAMAZOO - MICHIGAN



# How a 3-cent stamp brought real dollar savings in carton costs



## READ HOW GARDNER-RICHARDSON CARTON RE-STYLING CAN SAVE MONEY, MAKE MONEY FOR YOU

"I don't see how you can cut our carton costs one penny," a large carton user wrote us . . . "but go ahead and try." The Gardner-Richardson Carton Advisory Council showed him how the size of the flaps could be reduced . . . how the cartons could be cut from the boxboard with less waste. Result: A better package. Big savings.

To another carton manufacturer, the Gardner-Richardson Carton Council recommended a lighter, less expensive board

. . . with sufficient rigidity to protect the product, with sufficient saving to materially increase profits. They saved money for another carton user by recommending a specialized board that keeps the moisture in, keeps the product from losing weight. Can Gardner-Richardson re-styling improve your carton? Can Gardner-Richardson Precision Engineered cartons reduce jammers, leakers, waste in your filling machines? The Gardner-Richardson Carton Advisory Council will gladly put its 200 combined years of carton experience to work to find the answer for you.

Whether you are a large or small user of cartons, send your carton for analysis and recommendation. No obligation, of course.



**RE-STYLING FOR PROFIT!**  
Gardner-Richardson carton designers think in terms of effective display and economical production. Ask these Gardner-Richardson experts to re-style your cartons for greater sales and profits. There is no obligation.

**ENGINEERED PRECISION!**  
From pulp to finished product . . . every step of the way, technicians and engineers check and test to make sure that Gardner-Richardson Cartons will be more uniform, more economical . . . and have greater shelf appeal.

## NOW! Eliminate costly pasted liners and inner wrappers . . . with GREASENE!



Hundreds of leading meat packers are cutting costs, improving package appearance, increasing sales

— with Gardner-Richardson Engineered-Precision Greasene boxboard. Grease cannot seep through to mar the appearance of your package, steal the freshness of your product. Greasene is highly resistant to greases and oils, prints beautifully.

**WRITE FOR SAMPLES** of Greasene. Make your own tests. Prove to yourself that Greasene can save money, make money for you.

**LITHWHITE** . . . A smoother, whiter, economical boxboard that prints with extraordinary color brilliance, gives cartons greater display value.

**HYDRO-TITE** . . . A special boxboard for products that need moisture-proof protection. Also all standard grades of folding boxboard.



**THIS SYMBOL** is your assurance of greater uniformity, higher quality, better appearance, better product protection—profit and satisfaction.

## The GARDNER-RICHARDSON Co.

MIDDLETOWN, OHIO

Manufacturers of Folding Cartons and Boxboard

Sales Representatives in Principal Cities: PHILADELPHIA • CLEVELAND • CHICAGO • ST. LOUIS • NEW YORK • BOSTON • PITTSBURGH • DETROIT

## Time and Motion Studies

(Continued from page 11.)

ing table to the cage or truck and returning to her working position cannot be used for linking.

Linking is productive labor. Handling sausage prior to linking, placing linked sausage on sticks, walking to the cage or truck and returning to the linking table are unproductive operations. Production efficiency at the linking table is increased or decreased, therefore, as the time available for linking is increased or decreased.

Hog slaughtering, hog cutting and bacon slicing and wrapping are efficient operations because unproductive labor has been reduced to a minimum. Workers on the hog dressing line, at the conveyor cutting table and in the bacon slicing and wrapping room waste no time and are asked to perform no tasks other than the ones to which they have been primarily assigned.

Sausage must be hung on sticks and the sticks must be placed on cages. Unproductive labor cannot be eliminated at the sausage stuffing bench. But no processor will know whether or not it can be reduced until he has studied operations and determined how much time each worker spends at productive and unproductive tasks.

## Time Studies Reveal Losses

Processing operations which appear to be satisfactorily efficient when examined casually sometimes offer surprising opportunities for cutting costs when subjected to careful analysis. Apparently, not many packers and sausage manufacturers appreciate this fact, since so few of them are making time and motion studies.

Not one packer among a considerable number questioned recently by THE NATIONAL PROVISIONER had any record of the amount of unproductive labor he was paying for each week or would hazard a guess as to the reduction in unproductive working time he might make with intelligent effort.

Packers' apparent lack of interest in cutting costs by reducing unproductive plant labor is surprising in view of the fact that livestock slaughtering and dressing and meat processing require more man power per unit of production than is used in industrial plants. Where large numbers of workers are employed at a great many operations, and under the supervision of many foremen, there is always a probability that many opportunities for effecting economies will be overlooked.

Perhaps packers have their eyes so close to the cloth that they do not see the pattern. They may be so familiar with operations as generally performed that they overlook cost-cutting possibilities that would be immediately apparent to the efficiency-minded outsider.

No packinghouse engineer believes that any great increase in general plant efficiency may be expected from new equipment and methods. New machines and devices will be offered to packers

from time to time. New methods will be developed. These will be helpful in reducing costs of particular operations, but they will be available to efficient as well as to inefficient plants.

The packer or sausage manufacturer handicapped with low plant efficiency and high production costs must depend principally on his own efforts. He will make the greatest progress in eliminating waste and loss and reducing costs by studying operations to determine how production per employee can be increased, revising his plant layout to reduce handling to a minimum and by increasing his use of the most modern processing devices and general industrial equipment, such as lift trucks and conveyors, to speed up operations and reduce unproductive labor.

## A. & P. DECISION UPHELD

The Federal Trade Commission order directing the Great Atlantic & Pacific Tea Co. to abandon practices allegedly violating the Robinson-Patman Act was upheld in a recent decision of the United States Supreme Court. The trade commission and a federal circuit court found that the company had received allowances or discounts, in lieu of brokerage, from sellers of goods upon which no services were rendered. Counsel for the grocery chain contended that persons selling goods directly to its regional warehouses were saved brokerage and marketing expenses, and were able to effect savings through quantity sales.

## MEAT PACKING IN CANADA

Slaughtering and meat packing ranks as the second largest manufacturing industry in Canada, according to latest Dominion reports. Sales for 1938 totaled \$176,000,000. Major concentration of the industry is in the province of Ontario and centers in Toronto, where about 60 per cent of the province business is done.

## OSCAR OF THE WALDORF LIKES FRANKFURTS

Frankfurts were the center of the meal at a luncheon honoring this famous chef. The luncheon was staged by the Society of Amateur Chefs. Oscar is shown in the act of demonstrating his appreciation of this meat delicacy, while Ben Irvin Butler, founder of the Society, looks on.

## FRANKS IN THE LIMELIGHT

Members of the Society of Amateur Chefs, consisting of 60 celebrities in literature, art, science and other fields, honored Oscar of the Waldorf with a testimonial luncheon recently at the Waldorf Astoria hotel, New York City. The "piece de resistance" featured frankfurts, furnished by Swift & Company and listed on the menu as "Swift's Tender Frankfurts Gastronomie." Oscar, famous Waldorf major-domo, is a great promoter of meat and has a wide acquaintance among the nation's meat packers.

During the luncheon, Tony Sarg, illustrator and creator of marionettes, said, "Frankfurts were good enough for the king and queen of England and they're good enough for us."

The dinner-size franks served were simmered 5 to 8 minutes in water and were served on a mound of freshly made mashed potatoes. A sauce of chicken gravy containing a handful of sliced young onions, sautéed in butter, and a dash of white wine, was poured over the top just before serving. Sauerkraut was served in small dishes as an "accessory."

Frankfurts continued their social climb during the holiday season. They were featured at a coming out party at the Ritz-Carlton late in December, and will also be served to guests at one of the biggest charity balls in the New York area.

Members of the Society of Amateur Chefs, including Tony Sarg, Graham McNamee, Vilhjalmur Stefansson, Rube Goldberg and others, are reported to be busy devising recipes for further glorification of the frankfurt. Each has created suitable dishes of frankfurts for "brunch" (breakfast-lunch), dinner, supper and midnight snacks.

Frankfurts have played an important part in picnics given by President and Mrs. Roosevelt in entertaining royal and other guests at their Hyde Park home, and gained much favorable publicity during the New York World's Fair.

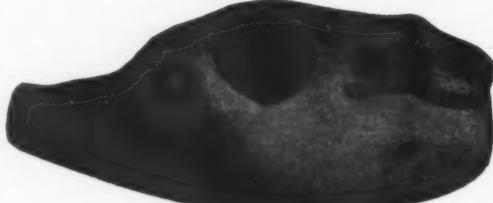


# PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

We advise the use of PRAGUE POWDER for all ham and bacon cure.

Add 10% Prague Pumping Pickle

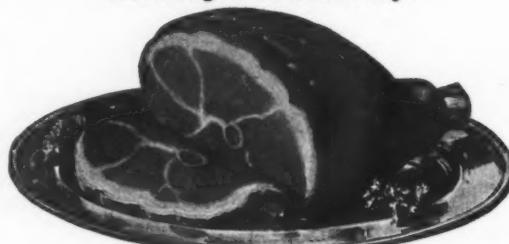


Dry Rub with Prague Dry Mixture

We call your attention to the "rich ripe flavor" in "a short time cure." Prague Cure does it.

PRAGUE POWDER, is a pre-prepared substance and creates in the hams a delicate, sweet, tasty flavor. There is nothing like it.

A Delicious Juicy Baked Ham Made  
the Prague Powder Way.



This quality cure will increase your Baked Ham sales, and Boiled Hams will move faster.

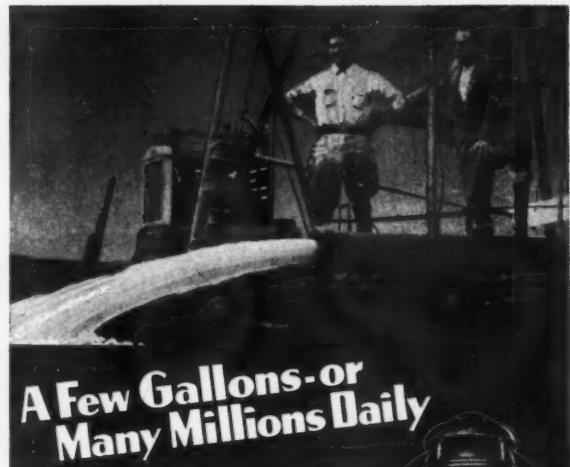
## THINK ABOUT YOUR CURES

PRAGUE POWDER is Not a Mechanical Mixture of common salt nitrite and nitrate. The curing elements are heated and fused to change the general character of the nitrates. When this DRY PICKLE is added to your "pumping pickle" the color fixative is active. The cure is balanced. These curing nitrates are effective at once. Smoked meats gain the "long time" flavor in the "short time cure." This "Pre-prepared Prague Powder Pickle" in the artery system completes your hams with "a Rich Ripe Flavor."

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For example: What are the geological and hydrological conditions? Where is the replenishing area of the water? What will be the effect of water level and pressure after steady pumping for a year or more? What hydraulic gradient will be required in each individual well? What hydraulic gradient will be required into the area for the total supply? In order to prove permanent and most efficient, what construction should be used in the well? What should be the location of the wells?

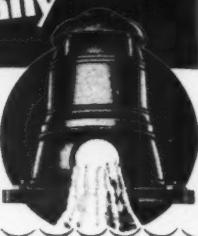
Many factories and municipalities overlook the importance of the points outlined above. Layne engineers, geologists and hydrologists are specialists in ground water problems. Save wasteful expenditures by calling them in. For bulletins, address

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Layne-Ohio Co. . . . Columbus, Ohio  
Layne-Texas Co. . . . Houston and Tulsa, Okla.  
Layne-Western Co. Kansas City, Mo.  
Chicago, Ill. . . . Omaha, Nebraska  
Layne-Western Co. of Minnesota Minneapolis, Minn.  
Layne-Bowler New England Company, Boston . . . . Massachusetts  
International Water Supply, Ltd., London . . . . Ontario, Canada

## Morrell Net Doubled

(Continued from page 12.)

Current assets of the company totaled \$14,463,485.63 and current liabilities \$6,225,128.29. Of current assets, \$2,187,179.50 was cash on hand and in bank; accounts receivable less reserve amounted to \$4,213,593.10; claims were \$27,700.58; inventories of product totaled \$6,372,990.15 and raw materials and supplies were valued at \$1,662,022.30. Of current liabilities, \$3,985,000 was in bank loans; \$807,676.77 in accounts payable; \$515,460.62 in deposit and loan accounts; \$451,315.82 in miscellaneous taxes and \$495,675.08 was in reserve for income taxes.

Net worth of the company at \$22,862,283.17 was "the highest in our history," Mr. Foster stated. Capitalization of the company consists solely of common stock as there is no funded debt or preferred stock outstanding.

Approximately \$1,000,000 was spent during 1939 on new construction, including completion of an addition to the cattle and sheep killing plant at Sioux Falls; enlargement of the cattle killing department at Ottumwa, and the replacement of a 45-year-old cold storage building at Ottumwa. A building was added to the English plant for production of dog food to serve "the growing market for it which has developed abroad." Enlargement of manufacturing facilities at all plants, especially Ottumwa and Topeka, are the principal items for the current fiscal year.

"Livestock shortages occasioned by the very severe droughts of 1934 and 1936 and the government control program are rapidly being made good and a more normal meat production established," president Foster said. "This makes the outlook for our business good because to the packer, volume rather than price is the real key to profits. This is no less true for the farmer and livestock grower, and certainly for the country as a whole, for which bountiful crops at fair prices spell a sounder prosperity than short crops at high prices."

### Good Business Expected

"On the demand side, consumer incomes are rising and there is basis for the opinion that the rate of general business will be well sustained. Experience over a long period of years seems to indicate that the amount spent by the American public for meat is a fairly constant percentage of its total income. Accordingly, as national income rises, the dollars available to the meat packer and the farmer increase."

Officers of the company are T. Henry Foster, president; W. H. T. Foster, G. M. Foster, J. M. Foster, J. C. Stentz and A. Claude Morrell, vice presidents; George A. Morrell, treasurer, and J. W. Mock, secretary.

Directors are H. W. Davis, G. M. Foster, J. M. Foster, R. T. Foster, T. Henry Foster, W. H. T. Foster, Henry Getz, George W. Martin, J. W. Mock, A. Claude Morrell, George A. Morrell, R. M. Owthwaite, J. C. Stentz, and David B. Stern.

## Armour Makes 7 Million

(Continued from page 12.)

on September 15, 1939. Speaking of company executives with whom he is associated, he stated:

"I can speak of them without prejudice because I had nothing to do with their selection for the positions they hold. At the same time I can speak of them with knowledge because in the 42 years I have been with the company I have watched most of them come up from the ranks and have had opportunity to evaluate them, not as their supervising executive but as their fellow employee.

"Whatever measure of success may attend my presidency will depend largely on them — and I could not ask for a better staff. They are experts in their respective fields. They have the respect of their competitors and the esteem of the men they supervise."

### New Year Begins Well

Commenting on the trend of business since the close of the fiscal year, the president declared that "in the two months which have passed since the end of our fiscal year our business has been good. We had a gain in the volume of output from our plants and we have opened numerous new accounts and improved others so that our sales have kept pace with production.

"Profit margins have been reasonable and our results to date this year have been satisfactory. At the moment our future looks better than it has for a long time past."

Directors of the company are Frederick H. Prince, chairman of the board; A. Watson Armour, Chicago; Laurance Armour, president, American National Bank & Trust Co., Chicago; Sewell L. Avery, chairman of the board, United States Gypsum Co.; Robert H. Cabell, Ridgewood, N. J.; D. A. Crawford, president, Pullman Company; Weymouth Kirkland, Kirkland, Fleming, Green, Martin & Ellis, Chicago; James R. Leavell, president, Continental Illinois National Bank & Trust Co., Chicago; James A. McDonough, Providence, R. I.; D. R. McLennan, chairman of board, Marsh & McLennan, Inc., Chicago; Chase Ulman, St. Louis, Mo.; Elisha Walker, Kuhn, Loeb & Co., New York, and S. Mayner Wallace, St. Louis, Mo.

Officers are: Frederick H. Prince, chairman of the board; George A. Eastwood, president; Warren W. Shoemaker, vice president; Edward L. Lalumier, vice president and secretary; William S. Clitheroe, Robert E. Pearsall, Louis E. McCauley, John B. Scott, F. W. Specht, H. S. Eldred, Henry W. Boyd, John E. Sanford and Harley E. Andre, vice presidents; John A. Lane, comptroller and assistant secretary; Frank A. Becker, treasurer; and John Schmidt, general auditor and assistant comptroller. Chas J. Faulkner, Jr., is general counsel.

Watch Classified page for good men.



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This Great Lakes Beef Carcass Brander is fitted with a marker roller die of extra-sharp, clear cut letters. No heat is required to dry the ink because the die is specially designed to penetrate the carcass surface and leave an attractive identifying strip that will not smear. Branding operation is simple and speedy . . . a self-inking reservoir cylinder inks the die automatically! A single downward stroke of the brander imprints your brand name along the entire length of the carcass! Get further details and new low costs—send for free catalogue.

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# LIVESTOCK MARKETS

## *Weekly Review*

### Packer Year Begins With Heavy Volume

NEARLY 1½ million more hogs were slaughtered under federal inspection during the first two months of the new packer year than in November and December, 1938. Total cattle slaughter was about 5,000 head smaller and 43,000 fewer calves were killed; sheep and lamb slaughter was about 58,000 head greater.

Volume of animals processed during December, with comparisons, follows:

	Dec., 1939	Nov., 1938	Dec., 1938
Cattle .....	778,408	837,311	757,557
Calves .....	381,131	449,906	417,193
Hogs .....	5,236,421	4,436,799	4,346,079
Sheep .....	1,388,705	1,468,801	1,347,422

Total kill during the first two months of the current packer year, compared with the kill in the like period of the packer year 1933, prior to the droughts and the government control program for hogs, and compared with kill in the like period in the 1929 packer year:

	1940	1933	1929
Cattle .....	1,611,000	1,188,000	1,429,000
Calves .....	831,000	704,000	719,000
Hogs .....	9,673,000	8,361,000	10,237,000
Sheep .....	2,858,000	2,651,000	2,242,000

During the two months just ended, therefore, the supply of all kinds of meat animals was much larger than in the last two months of 1932, which constituted the first two months of the 1933 packer year. Compared with the last two months of 1928, which constituted the first two months of the 1929 packer year, this year's slaughter was greater for all kinds of meat animals except hogs. About 564,000 fewer hogs were processed in the first two months of the 1940 year than in 1929.

Number of each kind of meat animal killed during the calendar year 1939,

compared with numbers in the calendar years 1933 and 1929:

	1939	1933	1929
Cattle .....	9,446,303	8,655,260	8,324,000
Calves .....	5,264,000	4,906,000	4,488,000
Hogs .....	41,367,823	47,225,518	48,445,000
Sheep .....	17,241,037	17,353,550	14,023,000

It will be seen that in the calendar year 1939 the number of cattle processed was 1,122,000 head greater than in the calendar year 1929; 765,000 more calves were processed; 7,077,000 fewer hogs, and 3,218,000 more sheep and lambs.

### MORE FED CATTLE COMING

Number of cattle on feed for market in the 11 Corn Belt states about January 1 was 12 per cent larger this year than last, the Agricultural Marketing Service reports. Estimates also show an increase of about 19 per cent in number on feed in 11 western states. Total number on feed at the beginning of 1940, for the country as a whole, was the largest in recent years and among the largest in the past 20 years.

The total number on feed in five eastern Corn Belt states this year was probably the largest in the last 20 years. Total in the three central Corn Belt states was close to the largest, but the total in the three western Corn Belt states was considerably below the number fed in most years before 1934; the succession of drought years has greatly reduced feed grain production in these states.

The estimated number of cattle on feed in the 11 western states on January 1 was about 19 per cent larger than a year earlier and was the largest January 1 number ever on feed in this area. Increases occurred in seven of the 11 states and decreases in two and numbers were unchanged in two states. The estimated number on feed in Texas was

the same this year as last, but the number in Oklahoma was smaller. Number on feed in Lancaster, Pa., area was also somewhat smaller at the beginning of this year than last.

Reports from Corn Belt feeders as to months they expected to market cattle on feed January 1 show a larger proportion for marketing in the four months, January through April, and a smaller proportion after April this year than last. These reports and market records, showing a relatively larger proportion of heavy feeder steers in shipments of stockers and feeders into the Corn Belt in the last half of 1939, compared with the corresponding months in 1938, point to considerably larger market supplies of fed cattle during the early months of 1940 than in the corresponding months of 1939.

### ST. JOSEPH YARDS' VOLUME

More cattle, sheep and hogs, but fewer calves, were marketed at St. Joseph during 1939 than in 1938. Cattle totaled 313,480 head; calves, 58,404; hogs, 822,377, and sheep, 1,025,079. Of this number, packers located at the St. Joseph yards used 224,669 cattle, 40,787 calves, 742,026 hogs and 787,327 sheep.

Average weight of hogs for 1939 at 235 lbs. was the heaviest for any year since 1934. The annual report for 1939, which is the forty-seventh for the yards company, reports these facts and receipts and shipments by railroads and trucks, total receipts and shipments by classes since 1893, and other data.

### CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 21,246 cattle, 2,655 calves, 65,691 hogs and 17,446 sheep.



**A WELL PLANNED AND CONVENIENT Hookup!**

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*Livestock Buying Service*

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**DUNHAM AND MURPHY**

Hog Buyers

St. Louis National Stock Yards Illinois



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 6, 1940, as reported to The National Provisioner:

### CHICAGO.

Armour and Company, 7,861 hogs; Swift & Company, 7,023 hogs; Wilson & Co., 7,559 hogs; Western Packing Co., Inc., 2,158 hogs; Agar Packing Co., 5,811 hogs; shippers, 21,682 hogs; others, 34,680 hogs.

Total: 32,540 cattle; 3,818 calves; 87,380 hogs; 65,430 sheep.

### KANSAS CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,788	755	4,314	5,621
Cudahy Pkg. Co.	1,756	514	1,785	4,442
Swift & Company	2,031	653	2,897	3,482
Wilson & Co.	1,689	470	2,530	2,746
Ind. Pkg. Co.	...	350	...	...
Kornblum Pkg. Co.	739	...	...	...
Others	3,830	58	3,283	623
<b>Total</b>	<b>13,833</b>	<b>2,450</b>	<b>15,159</b>	<b>16,914</b>

### OMAHA.

	Cattle and Calves	Hogs	Sheep	
Armour and Company	4,944	11,913	4,970	
Cudahy Pkg. Co.	3,209	7,810	5,382	
Swift & Company	3,560	6,324	5,132	
Wilson & Co.	1,443	5,450	2,402	
Others	...	15,681	...	
<b>Total</b>	<b>5,566</b>	<b>2,615</b>	<b>43,834</b>	<b>9,741</b>

### EAST ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,749	1,156	6,728	4,012
Swift & Company	2,465	1,518	11,324	3,894
Hunter Pkg. Co.	1,725	249	5,981	1,130
Hill Pkg. Co.	...	...	2,951	...
Krey Pkg. Co.	...	...	1,548	...
Laclede Pkg. Co.	...	...	2,164	...
Sieloff Pkg. Co.	...	...	1,763	...
Shippers	2,264	2,164	23,563	136
Others	2,950	110	3,714	503
<b>Total</b>	<b>12,153</b>	<b>5,197</b>	<b>59,736</b>	<b>9,675</b>
Not including 1,670 cattle, 2,682 calves, 31,361 hogs, and 2,403 sheep bought direct.				

### ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Company	2,155	398	10,069	15,025
Armour and Company	2,518	398	8,995	4,802
Others	1,470	9	1,324	2
<b>Total</b>	<b>6,152</b>	<b>805</b>	<b>20,388</b>	<b>19,826</b>

Not including 4,623 hogs bought direct.

### SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,950	65	13,420	4,766
Armour and Company	2,206	53	15,860	4,520
Swift & Company	1,990	4	8,134	3,989
Shippers	2,128	10	7,944	175
Others	296	2	76	1
<b>Total</b>	<b>8,628</b>	<b>188</b>	<b>43,434</b>	<b>12,851</b>

### OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,197	901	3,273	1,197
Wilson & Co.	2,113	880	3,255	1,154
Others	276	26	1,995	2
<b>Total</b>	<b>4,586</b>	<b>1,807</b>	<b>8,523</b>	<b>2,354</b>
Not including 44 cattle and 1,262 hogs bought direct.				

### ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,926	2,153	22,182	8,959
Swift & Company	3,746	3,320	32,804	10,140
Rifkin Pkg. Co.	559	29	...	...
United Pkg. Co.	1,951	208	...	...
Cudahy Pkg. Co.	476	1,187	...	...
Others	2,076	889	...	...
<b>Total</b>	<b>10,734</b>	<b>7,789</b>	<b>54,986</b>	<b>17,108</b>

### DENVER.

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,080	122	2,169	4,694
Swift & Company	796	168	2,145	2,868
Cudahy Pkg. Co.	663	76	1,805	1,359
Others	1,288	221	1,665	3,632
<b>Total</b>	<b>3,827</b>	<b>587</b>	<b>7,784</b>	<b>12,553</b>

### FT. WORTH.

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,743	928	3,492	3,250
Swift & Company	1,801	1,402	2,464	3,938
Blue Bonnet Pkg. Co.	187	54	471	92
City Pkg. Co.	227	5	501	...
Rosenthal Pkg. Co.	52	10	243	...
<b>Total</b>	<b>5,010</b>	<b>2,399</b>	<b>7,171</b>	<b>6,730</b>

## MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	1,509	5,270	10,612	1,087
Armour and Co. Mil.	760	2,582	...	...
N. Y. B. D. M.	18	...	...	...
Shippers	178	23	58	5
Others	703	656	117	242
<b>Total</b>	<b>3,266</b>	<b>8,531</b>	<b>10,787</b>	<b>1,334</b>

## WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,129	798	4,566	3,438
Dold Pkg. Co.	450	170	1,013	80
Dunn-Osterfart	69	...	70	...
Fred W. Dold	90	...	669	...
Sunflower Pkg. Co.	31	...	268	...
Interstate Pkg. Co.	280	...	...	...
Keefe Pkg. Co.	57	...	...	...
<b>Total</b>	<b>2,106</b>	<b>968</b>	<b>6,586</b>	<b>3,518</b>

Not including 32 cattle and 3,075 hogs bought direct.

## INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,834	581	16,396	1,950
Almond and Company	764	214	2,764	...
Hilgenfeller Bros.	10	...	1,000	...
Stampf Bros.	10	...	144	...
Meier Pkg. Co.	59	4	335	...
Stark & Wetzel	176	14	425	...
Walnitz and Deters	41	80	400	70
Maass-Hartman Co.	21	19	...	...
Shippers	2,834	1,580	22,089	7,694
Others	327	123	281	18
<b>Total</b>	<b>5,566</b>	<b>2,615</b>	<b>43,834</b>	<b>9,741</b>

## CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	...	13	...	195
E. Kahn's Sons Co.	690	299	5,627	756
Lohrey Packing Co.	5	...	454	...
H. H. Meyer Pkg. Co.	16	...	3,394	...
J. Schlaechter's Sons	144	124	20	...
J. & F. Schroth P. Co.	20	...	3,530	...
Shipper	95	...	2,555	...
Others	1,890	649	1,110	163
<b>Total</b>	<b>3,321</b>	<b>1,302</b>	<b>16,670</b>	<b>1,134</b>

Not including 1,143 cattle, 10 calves, 2,890 hogs and 535 sheep bought direct.

## RECAPITULATION.<sup>†</sup> CATTLE.

Week ended Jan. 6, 1940. Cor. week, 1939.

	Cor. week, 1939.	Prev. week,	Jan. 6, 1940.
Chicago	32,540	28,280	27,390
Kansas City	13,833	11,046	12,607
Omaha	15,670	12,424	13,707
East St. Louis	12,135	9,156	11,417
St. Joseph	6,152	4,392	3,744
Sioux City	6,628	7,101	8,260
Oklahoma City	4,586	3,569	4,071
Wichita	2,106	1,698	2,617
Denver	3,827	2,991	3,142
St. Paul	10,734	9,164	11,024
Milwaukee	3,266	3,810	3,685
Indianapolis	5,566	4,774	5,771
Cincinnati	3,321	2,037	2,459
Ft. Worth	5,010	3,748	4,781
<b>Total</b>	<b>127,392</b>	<b>103,139</b>	<b>107,715</b>

## HOGS.

	Cor. week, 1939.	Prev. week,	Jan. 6, 1940.
Chicago	87,390	75,080	73,069
Kansas City	15,159	11,331	6,528
Omaha	47,178	33,206	37,202
East St. Louis	59,736	41,331	37,170
St. Joseph	20,388	15,008	12,215
Sioux City	43,434	31,711	36,896
Oklahoma City	8,523	4,983	4,801
Wichita	6,586	4,983	2,962
Denver	1,744	4,963	5,903
St. Paul	54,986	65,838	36,248
Milwaukee	10,757	9,140	10,699
Indianapolis	43,834	35,697	27,171
Cincinnati	16,670	18,795	12,071
Ft. Worth	7,171	8,714	5,871
<b>Total</b>	<b>429,616</b>	<b>345,221</b>	<b>309,306</b>

## SHEEP.

	Cor. week, 1939.	Prev. week,	Jan. 6, 1940.
Chicago	65,430	46,865	38,496
Kansas City	16,914	16,590	21,194
Omaha	17,886	13,939	15,679
East St. Louis	9,675	6,803	7,915
St. Joseph	19,826	17,978	21,408
Sioux City	12,851	12,916	9,270
Oklahoma City	2,353	1,578	2,641
Wichita	3,518	3,753	3,522
Denver	12,553	8,855	6,497
St. Paul	17,108	16,067	12,729
Milwaukee	1,334	1,141	1,471
Indianapolis	2,615	9,499	8,327
Cincinnati	1,134	369	931
Ft. Worth	6,730	4,941	8,473
<b>Total</b>	<b>180,927</b>	<b>161,314</b>	<b>158,553</b>

\*Cattle and calves.

†Not including directs.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

### RECEIPTS

Cattle	Calves	Hogs	Sheep
--------	--------	------	-------

Holiday	15,142	1,527	35,047
---------	--------	-------	--------

Tues.	Jan. 2	11,747	10,396
-------	--------	--------	--------

Wed.	Jan. 3	12,347	24,064
------	--------	--------	--------

Thurs.	Jan. 4	6,248	13,395
--------	--------	-------	--------

Fri.	Jan. 5	1,654	4,458
------	--------	-------	-------

Sat.	Jan. 6	100	1,500
------	--------	-----	-------

*Total this week	35,491	4,342	125,848
------------------	--------	-------	---------

Previous week	28,531	3,132	112,658
---------------	--------	-------	---------

Year ago	29,050	6,157	101,161
----------	--------	-------	---------

Two years ago	38,189	6,646	138,739
---------------	--------	-------	---------

### SHIPMENTS

Cattle	Calves	Hogs	Sheep
--------	--------	------	-------

Holiday	2,759	41	6,337
---------	-------	----	-------

Tues.	2,759	11	4,771
-------	-------	----	-------

Wed.	2,759	...	2,574
------	-------	-----	-------

Thurs.	2,070	33	5,534
--------	-------	----	-------

Fri.	778	72	2,618
------	-----	----	-------

Sat.	100	...	500
------	-----	-----	-----

Total this week	9,118	157	20,199
-----------------	-------	-----	--------

Previous week	8,644	62	21,271
---------------	-------	----	--------

Year ago	9,527	301	27,275
----------	-------	-----	--------

Two years ago	11,854	887	22,617
---------------	--------	-----	--------

\* Including 757 cattle, 457 calves, 36,130 hogs and 6,918 sheep direct to packers from other points.

† All receipts include directs.

### JANUARY AND YEAR RECEIPTS

Receipts thus far this month and year to date with comparisons:

1940.	1939.	Gain.	Loss.
-------	-------	-------	-------

Cattle	Calves	Hogs	Sheep
--------	--------	------	-------

Week ended Jan. 6	\$ 45.95	\$ 4.25	\$ 9.05
-------------------	----------	---------	---------

1939	35,491	28,995	6,496
------	--------	--------	-------

Cattle	Calves	Hogs	Sheep
--------	--------	------	-------

&lt;table border="

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 6, 1940.

Sheep

10,596

11,998

13,595

4,458

1,500

41,744

44,684

45,782

57,062

Sheep

1,747

17

2,874

2,618

500

7,256

6,590

10,714

17,416

9 hogs

points.

to date

Loss.

2,171

174

TOOK

Lambs

\$ 9.05

9.00

8.90

8.65

10.30

10.60

8.75

\$ 4.45

Sheep

34,488

38,226

32,537

39,990

50,379

41,109

SES

ces—

Avg.

\$ 5.45

5.50

7.25

7.90

10.45

9.80

7.75

\$ 8.65

ending

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

### WESTERN DRESSED MEATS

NEW YORK. PHILA. BOSTON.

	STEERS, carcass	Week ending January 6, 1940.....	9,996%	2,892	2,590
	COWS, carcass	Week previous .....	8,569	2,102	2,622
	BULLS, carcass	Same week year ago.....	8,088%	2,144	2,471
Chicago	23,990 20,528	20,061			
Kansas City*	16,283 12,126	15,935			
Omaha	10,595 12,349	13,351			
East St. Louis	9,889 7,204	8,497			
St. Joseph	6,186 4,628	4,028			
Sioux City	6,711 5,246	6,062			
Wichita*	3,100 2,109	4,470			
Fort Worth	7,409 5,161	7,514			
Philadelphia	1,812 1,478	1,778			
Indianapolis	1,424 1,373	1,247			
New York & Jersey City	8,237 8,035	8,267			
Oklahoma City	6,437 4,666	5,529			
Cincinnati	4,438 2,037	2,834			
Denver	4,191 3,117	3,783			
St. Paul	8,182 7,382	9,271			
Milwaukee	3,007 2,718	3,512			
Total	127,590	99,917	115,278		

\*Cattle and calves.

### CATTLE.

	Week Ended Jan. 6.	Prev. week,	Cor. week,
Chicago	23,990	20,528	20,061
Kansas City	16,283	12,126	15,935
Omaha	10,595	12,349	13,351
East St. Louis	9,889	7,204	8,497
St. Joseph	6,186	4,628	4,028
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St. Paul	8,182	7,382	9,271
Milwaukee	3,007	2,718	3,512
Total	127,590	99,917	115,278

### HOGS.

	MUTTON, carcass
Chicago	117,460 113,419
Kansas City	50,875 37,631
Omaha	48,883 46,374
East St. Louis	65,630 58,000
St. Joseph	23,844 19,441
Sioux City	47,315 46,135
Wichita	9,661 4,399
Fort Worth	7,171 3,714
Philadelphia	18,306 17,911
Indianapolis	16,573 15,253
New York & Jersey City	42,078 52,162
Oklahoma City	9,785 5,598
Cincinnati	1,846 13,795
Denver	8,022 5,804
St. Paul	54,986 65,888
Milwaukee	10,783 9,731
Total	546,818 515,231

\*Includes National Stock Yards, East St. Louis, Illinois and St. Louis, Mo.

### SHEEP.

	CATTLE, head
Chicago	28,953 40,416
Kansas City	16,914 16,590
Omaha	19,891 15,998
East St. Louis	9,539 6,531
St. Joseph	19,826 17,313
Sioux City	13,527 12,886
Wichita	3,518 3,753
Fort Worth	6,730 3,941
Philadelphia	2,834 2,460
Indianapolis	3,111 3,057
New York & Jersey City	54,988 55,177
Oklahoma City	2,852 1,578
Cincinnati	1,846 1,484
Denver	5,015 4,489
St. Paul	17,108 16,087
Milwaukee	1,317 1,157
Total	207,489 202,802

\*Not including directs.

### LIVESTOCK COST AND YIELD

Average cost, yield and weight of livestock slaughtered under federal inspection, November, 1939:

Nov., Oct., Nov.,

1939. 1939. 1938.

Average cost per 100 lbs.:

Cattle	\$7.28	\$7.35	\$6.94
Steers	9.05	9.13	8.90
Calves	7.68	8.01	7.51
Hogs	6.00	6.84	7.64
Sheep and lambs	8.26	8.23	7.90

Average yields, per cent:

Cattle	53.34	53.20	52.67
Calves	55.28	54.78	54.80
Hogs	74.72	74.66	74.87
Sheep and lambs	46.85	46.57	46.24

Average live weight, lbs.:

Cattle	950.97	940.06	928.29
Steers	1017.81	1006.15	988.72
Calves	202.88	210.88	204.87
Hogs	227.74	227.35	224.83
Sheep and lambs	87.01	84.45	85.06

### PACIFIC COAST LIVESTOCK

Receipts for 5 days ended January 5:

Cattle	Calves	Hogs	Sheep
Los Angeles	4,141	1,219	2,846
San Francisco	950	45	1,350
Portland	2,130	190	2,835
			1,885

### MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

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Wichita*	3,100 2,109	4,470			
Fort Worth	7,409 5,161	7,514			
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Total	127,590	99,917	115,278		

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Oklahoma City	9,785 5,598
Cincinnati	5,117 3,057
Denver	5,015 4,489
St. Paul	17,108 16,087
Milwaukee	1,317 1,157
Total	546,818 515,231

\*Country dressed product at New York totaled 3,015 veal, 21 hogs and 134 lambs. Previous week 1,769

veal, 625 hogs and 154 lambs in addition to that shown above.

—

### WEEKLY INSPECTED KILL

Number of animals processed in selected centers for the week ended January 5, with comparisons:

	Cattle	Calves	Hogs	Sheep	Week ended Jan. 4.	Last week.	Same week 1939.
New York area*	8,006	11,361	41,281	56,070	7,75	\$ 8.00	\$ 7.50
Phil. & Balt.**	2,962	1,116	31,804	2,067	7,75	8.25	7.25
Ohio-Indiana group*	7,447	3,186	47,096	7,514	6,75	7.00	6.50
Chicago	24,065	4,791	117,				

YOUR GRACIOUS HOST  
FROM COAST TO COAST



The Gotham

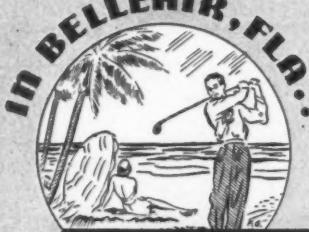


The Drake

The Blackstone



The Town house



Belleview Biltmore

A.S. KIRKEBY, Managing Director

**KIRKEBY  
HOTELS**

### WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Agricultural Marketing Service at Chicago and Eastern markets on January 10, 1940.

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEER, Choice <sup>1</sup> :				
400-500 lbs. ....	\$16.00@18.00			
500-600 lbs. ....	15.50@17.50		\$16.00@17.50	\$17.00@18.00
600-700 lbs. ....	14.50@16.50	\$15.00@16.50	16.00@17.50	17.00@18.00
700-800 lbs. ....	14.00@15.50	15.00@16.00	15.50@16.50	16.50@17.00
STEER, Good <sup>1</sup> :				
400-500 lbs. ....	15.00@18.00			
500-600 lbs. ....	14.00@15.50		15.00@16.50	14.50@16.50
600-700 lbs. ....	13.50@14.50	14.00@15.00	15.00@16.00	14.50@16.50
700-800 lbs. ....	13.00@14.00	14.00@15.00	14.50@16.00	14.50@16.00
STEER, Commercial <sup>1</sup> :				
400-600 lbs. ....	12.50@14.00		13.00@14.50	13.00@14.50
600-700 lbs. ....	12.50@13.50	13.00@14.00	13.00@14.00	13.00@14.50
STEER, Utility <sup>2</sup> :				
400-600 lbs. ....	11.50@12.50	12.50@13.00	12.00@12.50	.....
COW (all weights):				
Commercial ....	12.00@13.00			
Utility ....	11.00@12.00	12.00@13.00	11.00@12.00	11.50@12.50
Cutter ....	10.25@11.00	11.00@12.00	10.00@11.00	10.50@11.00
Canner ....	9.75@10.25	.....	.....	.....
Fresh Veal and Calf:				
VEAL (all weights) <sup>3</sup> :				
Choice ....	16.50@17.50	17.00@18.00	18.00@19.00	18.00@19.00
Good ....	15.00@16.50	15.50@17.00	16.00@18.00	16.00@18.00
Medium ....	13.00@15.00	13.50@15.50	14.00@16.00	15.00@16.00
Common ....	12.00@13.00	12.50@13.50	13.00@14.00	13.00@15.00
CALF (all weights) <sup>3</sup> :				
Choice ....	14.00@15.00	.....	.....	.....
Good ....	12.50@14.00	.....	.....	.....
Medium ....	11.50@12.50	.....	.....	.....
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down....	15.00@16.00	16.00@17.00	16.00@17.00	16.50@17.00
39-45 lbs. ....	14.50@15.50	15.00@16.00	15.00@16.00	16.00@17.00
46-55 lbs. ....	14.00@15.00	14.00@15.00	14.00@15.00	15.00@16.00
LAMB, Good:				
38 lbs. down....	14.00@15.00	15.00@16.00	15.00@16.00	16.00@16.50
39-45 lbs. ....	13.50@14.50	14.50@15.50	14.00@15.00	15.50@16.50
46-55 lbs. ....	13.00@14.00	13.50@14.50	13.00@14.00	14.00@15.00
LAMB, Medium:				
All weights ....	12.50@13.50	13.00@14.50	13.00@14.00	14.00@15.00
LAMB, Common:				
All weights ....	11.50@12.50	12.50@13.50	12.00@13.00	.....
MUTTON (Ewe), 70 lbs. down:				
Good ....	6.50@ 7.00	8.00@ 9.00	8.00@ 9.00	7.00@ 8.00
Medium ....	6.00@ 6.50	7.00@ 8.00	7.00@ 8.00	6.00@ 7.00
Common ....	5.00@ 6.00	6.00@ 7.00	6.00@ 7.00	5.00@ 6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. ....	11.50@12.50	12.00@13.00	12.50@13.00	12.00@13.00
10-12 lbs. ....	11.50@12.50	12.00@13.00	12.50@13.00	12.00@13.00
12-15 lbs. ....	11.00@11.50	11.50@12.50	12.00@12.50	11.50@12.50
16-22 lbs. ....	10.50@11.00	.....	.....	11.00@12.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs. ....	9.00@10.00	.....	10.50@11.00	10.50@11.50
PICNICS:				
6-8 lbs. ....	8.50@ 9.00	10.50@11.50	.....	.....
BUTTS, Boston Style:				
4-8 lbs. ....	10.50@11.50	.....	12.00@13.00	12.00@13.00
SPARE RIBS:				
Half sheets ....	8.00@ 9.00	.....	.....	.....
TRIMMINGS:				
Regular ....	5.50@ 6.00	.....	.....	.....

<sup>1</sup> Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. <sup>2</sup> "Skin on" at New York and Chicago. <sup>3</sup> Includes sides at Boston and Philadelphia.

### LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during December, 1939:

Steers—	Live animal prices Chicago.			Wholesale meat prices New York.			Composite retail meat prices New York.		
	Dollars per 100 lbs.	Dollars per 100 lbs.	Dollars per 100 lbs.	Dollars per 100 lbs.	Dollars per 100 lbs.	Dollars per 100 lbs.	Cents per pound.	Cents per pound.	Cents per pound.
	Dec., 1939.	Nov., 1939.	Dec., 1939.	Dec., 1939.	Nov., 1939.	Dec., 1939.	Dec., 1939.	Nov., 1939.	Dec., 1939.
Choice	10.47	10.31	12.21	15.94	16.56	17.60	33.17	33.35	34.57
Good	9.90	9.70	10.40	14.55	15.09	15.81	28.40	29.38	29.48
Medium	8.60	8.64	8.38	13.14	13.65	14.02	23.48	24.29	25.67
Lambs—									
Choice	9.08	—	9.19	16.50	17.43	17.91	26.97	27.68	28.25
Good	8.72	9.11	8.85	15.62	16.65	17.19	23.35	23.87	24.97
Medium	7.89	8.26	7.75	13.68	14.39	15.10	20.44	21.42	22.06
Hogs—									
Good	5.63	6.18	7.47	13.56	14.84	16.51	20.38	22.34	23.22

# EARLY & MOOR INC.

## Sausage Casing Specialists

MANUFACTURERS · · · · · EXPORTERS · · · · · IMPORTERS

BOSTON, MASS.

"The Skins You Love to Stuff"



Selected  
Sausage Casings

MAY CASING COMPANY

619 West 24th Place, Chicago, Ill.

BEMIS  
CHEESE CLOTH

Uniformly high quality. In bolts, bales or cut to size. Attractive prices. Free sample.

BEMIS BRO. BAG CO. • ST. LOUIS • BROOKLYN

Vogt's

Liberty  
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Wilmington Provision Company

TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON DELAWARE



Krey's "unbelievably delicious"  
Tenderated Hams

"Build a profitable sales volume in an exclusive territory"

KREY PACKING COMPANY  
ST. LOUIS, MISSOURI

for "SELECTED" JOBBERS

SHIPERS OF MIXED CARS OF PORK, BEEF AND PROVISIONS

Cooked, Ready to Serve

Smoked, Ready to Cook

### Eastern Representatives

H. D. AMIS 631 Penn. Ave., N. W.  
Washington, D. C.

STEVE BERDIS  
1246 Castleton Rd.  
Cleveland, Ohio

J. H. LAWRENCE  
408 W. 14th St.,  
New York

A. E. DI MATTIA  
826 Walnut St.,  
McKeesport, Pa.

A. I. HOLBROOK  
74 Warren,  
Buffalo, N. Y.

MAX LEFKOWITZ  
613 Gibson St.,  
Scranton, Pa.

CARL LOUISIANAU  
15462 Turner Ave.  
Detroit, Mich.

MURPHY & DECKER  
Fruit & Produce  
Exch.  
Boston, Mass.

W. J. SHOE-  
MAKER  
38 Briarcliff Rd.  
Rochester, N. Y.

WAGNER STEWART  
1001 Jackson Ave.  
Monaca, Pa.

ROY WALDECK  
33 Elmwood  
Terrace  
Irvington, N. J.

M. WEINSTEIN  
& CO.  
122 N. Delaware  
Philadelphia, Pa.

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Plant Superintendent

All-around packinghouse superintendent with broad experience and at present employed, is interested in opportunity in central or far west. Excellent references. Address W-774, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### To Your Advantage

If you are looking for a position in the Meat Packing Industry then it is to your advantage to use this space. Advertisements in this space are offered at a special rate available only to those looking for a job. Inquire of THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Beef Salesman

Beef and car route salesman with 16 years' experience both small and large packers, wishes connection. Finest references. Will go anywhere. W-776, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Men Wanted

### Sausagemaker

WANTED: For central Minnesota market, beginning February 15, first class sausage maker. Also, must be experienced in curing hams and bacon and cutting hogs. State age, qualifications and reference. W-773, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Find Him Here

Are you looking for a capable man to fill that position you now have open? Your advertising message here will contact men in all parts of the country—men who can offer you years of specialized service and experience—men who are just the type you are looking for and need. Let us help you look for that one man you need. Address THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Men Wanted

### Pork Butcher

Wanted: Good all-around pork butcher, capable of being foreman for small plant in Kentucky; state references, age and salary expected. W-777, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Locate The Man

Your advertisement in this space, although costing only three dollars, may locate the man you want for that special job. You may need a plant superintendent, a sausagemaker or working foreman—perhaps you need salesmen or representatives—in any case results can be had quickly. Write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Business Opportunities

### Broker

Soliciting straight carcass steer, calf and fresh cut pork accounts. Bob L. Schooler, 450—11th St., S.W., Washington, D. C.

### For Sale

Slaughter house and retail market for sale. Killing 35-40 hogs weekly; 2,000 lbs. of sausage per week. Brick building. FS-778, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Used Machinery

250 lb. Self Emptying Silent Cutter  
250 lb. Standard Silent Cutter  
175 lb. Standard Silent Cutter and motor  
Bacon Skinner

Thoroughly reconditioned, guaranteed like new. FS-775, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment for Sale

### The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

### SPECIALS

- 1—35-gal. Kneading & Meat Mixing Machine.
  - 1—Brecht 1000-lb. Meat Mixer.
  - 1—Brecht Enterprise No. 150 Grinder.
  - 1—Brecht 18" Filter Press.
  - 2—Brecht 200-lb. Stuffers, without tubes.
  - 1—Brecht Operated Fat Butter.
  - 2—Ice Brackets for Washers.
  - 5—9"x19" Revolving Degreasing Percolators.
  - 10—Vertical Fertilizer or Tankage Dryers.
  - Dopp, Aluminum, Monel Metal, Copper Kettles.
  - 1—No. 5 Jay Bee Model T Hammer Mill.
  - Boilers, Generator Sets, Power Plant Equip.
  - Send for "Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. We buy and sell from a single item to a complete plant. What have you for sale?
- CONSOLIDATED PRODUCTS CO., INC.  
14-19 Park Row, New York City

### For Quick Results

Is a piece of extra machinery or equipment taking up valuable space in your plant? If so, an advertisement placed in this space will bring you results quickly and economically. For information write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment Wanted

### Rendering Machinery

Wanted for user, Hydraulic Curb Press and Pump; Rotary Dryer; Kettles; 2-Filter Presses; Evaporator; Cooker; Lard Cooling Roll. What have you to offer. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Shop Here

An advertisement placed in this space will bring you that piece of equipment or machinery you are in need of—as soon as you need it. For details, write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## SELL or BUY • LOCATE a JOB • FILL an OPENING

All Can Be Accomplished Through  
the Classified Columns of

## THE NATIONAL PROVISIONER

No matter what your message is, it will reach the entire packing industry in this section. There's a buyer for every seller. There's a man for every job. Be sure your wants come to the attention of enough people.

**SEND IN YOUR CLASSIFIED AD TODAY!**

**Tobin**  
MEAT FOOD  
PRODUCTS

We Solicit      Carload Shipments

Genuine Tenderized Ham  
Gem Hams • Nuggets • Rollettes  
Tenderized Canned Ham  
Select Bacon      Sausage Products

**THE Tobin PACKING CO., INC.**  
FORT DODGE, IOWA



Philadelphia Scrapple a Specialty

**John J. Felin & Co., Inc.**

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

**HUNTER PACKING COMPANY**

East St. Louis, Illinois

STRAIGHT AND MIXED CARS OF BEEF AND PROVISIONS

NEW YORK  
OFFICE

410 W. 14th Street



Representatives:  
William G. Joyce  
Boston, Mass.

F. C. Rogers Co.  
Philadelphia, Pa.

**THE E. KAHN'S SONS CO.**  
CINCINNATI, O.

**"AMERICAN BEAUTY"**  
**HAMS AND BACON**

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON  
H. L. Woodruff Earl McAdams Clayton F. Lee P. G. Gray Co.  
437 W. 13th St. 38 N. Delaware Av. 1106 F. St. S. W. 148 State St.

**HONEY BRAND**

Hams - Bacon  
Dried Beef

**HYGRADE'S**

Original West  
Virginia Cured Ham  
Ready to Serve

**HYGRADE'S**

Frankfurters in  
Natural Casings

**HYGRADE'S**

Beef - Veal  
Lamb - Pork



**CONSULT US BEFORE  
YOU BUY OR  
SELL**

**Domestic and Foreign  
Connections  
Invited!**

**HYGRADE FOOD PRODUCTS CORP.**

30 Church Street, New York, N. Y.

**ESSKAY**

**QUALITY**

**BEEF • BACON • SAUSAGE • LAMB  
VEAL • SHORTENING • PORK • HAM  
• VEGETABLE OIL •**

**—THE WM. SCHLUERBERG - T. J. KURDLE CO.—**

**MAIN OFFICE - PLANT and REFINERY**

**3800-4000 E. BALTIMORE ST.**

**WASHINGTON, D.C. 458-11th ST., S. W.**

**BALTIMORE, MD. RICHMOND, VA. 22 NORTH 17th ST.**

**NEW YORK, N. Y. PHILADELPHIA, PA. ROANOKE, VA.  
408 WEST 14th STREET 713 CALLOW HILL ST. 317 E. Campbell Ave.**

**Rath's**

*from the Land O' Corn*

**BLACK HAWK HAMS AND BACON  
PORK - BEEF - VEAL - LAMB**

*Straight and Mixed Cars of Packing House Products*

**THE RATH PACKING CO. WATERLOO, IOWA**



## The story behind **ADELMANN'S** nation-wide acceptance!

It's the **ADELmann** results-in-operation that keep ham makers from coast to coast "sold" on Adelmann Ham Boilers. They're simple to operate, easy to handle, of rugged construction, designed for long service. Elliptical springs close catch-bone cavity firmly, the non-tilting, self-sealing cover retains ham juices, shrinkage and operating time are greatly reduced. Made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. It will pay you to investigate the **Adelmann ham boiler** — "*The Kind Your Ham Makers Prefer!*" Write

## HAM BOILER CORPORATION

**Office and Factory : Port Chester, N. Y. • Chicago Office - 332 S. Michigan Ave.**  
**European Representatives: R. W. Bollam & Co., 6 Stanley St., Liverpool & 12 Bow**  
**Lane, London - Australian and New Zealand Representatives: Gollin & Co., Pty.**  
**Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pember-**  
**ton & Co., Ltd., 189 Church St., Toronto.**

*The New*  
**FRENCH COOKER**

*Interests You Because*  
**IT OUTLASTS OTHER TYPES**  
REDUCES ODORS  
COOKS QUICKLY,  
EFFICIENTLY  
**OPERATES MORE EASILY**  
**IS STURDILY BUILT**

## The French Oil Mill Machinery Company

## Piqua Ohio

**CAHN STOCKINETTES**

- provide uniform shape and attractive color
  - ... no danger of smears or smudges to mar your product's appeal. For a stockinette of proven value and sound, intelligent advice on correct stockinette use, come to CAHN!

**922 W. ADAMS ST., CHICAGO, ILLINOIS**  
**Selling Agent: THE ADLER COMPANY, CINCINNATI**

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While every precaution is taken to insure accuracy, we cannot  
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RS

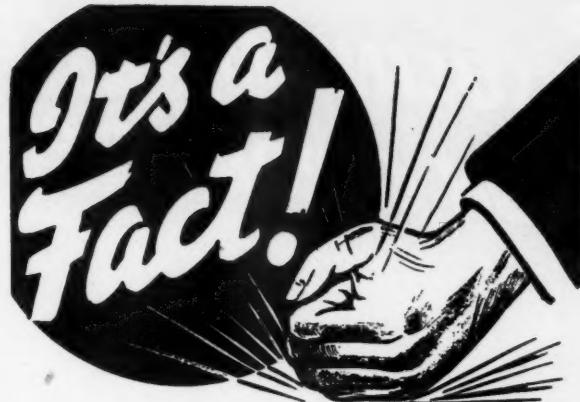
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The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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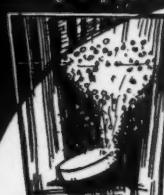


... that MONTGOMERY "CROSS-OVER" BRIDGES will provide new operating economy and greater safety in your plant. Automatic electric controlled elevators replace hand-operated obsolete drawbridges commonly used in hauling loads across railroad tracks between docks. Actual time for raising or lowering a "CROSS-OVER" BRIDGE is less than a minute and your men need not venture onto the tracks during the operation. It will pay you to investigate!

Write for New List of Packing House Installations



Elevator Specialists for the Packing Industry  
HOME OFFICE AND FACTORY — MOLINE, ILLINOIS  
Branch Offices and Agents in Principal Cities



**Jiffy**

## CURING TABLETS

"If you can count—you can't go wrong." New, fast-dissolving tablets for curing meat . . . just another of STANGE'S exclusive products! No chance for error . . . you simply count. One tablet to every 50 pounds of meat. Write for samples.

## WM. J. STANGE CO.

2536-40 W. MONROE ST., CHICAGO  
Western Branches 923 E. 3rd St., Los Angeles, 1230  
Sansome St., San Francisco. In Canada: J. H. Stafford  
Industries, Ltd., 24 Hayter St., Toronto, Ont.

# GASOLINE MILEAGE INCREASES 16% ON CARONDELET TRANS. CO. FLEET

• A 16% REDUCTION in gasoline is a worthwhile saving on any fleet fuel bill, but in addition this St. Louis fleet operator points out that "Through the close co-operation of the Standard Automotive Engineer, we are able to maintain much more efficient operating conditions." Other operators also report improved efficiency, which covers many angles of truck maintenance. One reports: "We used to use about a peck of spark plugs a week. Since your engineer checked our fleet, we use only 3 or 4 a month."

In another fleet, bearings in gear cases were failing frequently until the Standard Engineer located the cause. Practically every type of fleet maintenance problem has been solved at one time or another by these Engineers.

Why don't you take advantage of this service? Particularly when it costs nothing and there are so many ways in which you might profit. You can reach one of these Engineers through your local Standard Oil (Ind.) Office, or by writing 910 South Michigan Avenue, Chicago, Illinois.

Copy, 1940, Standard Oil Co. (Ind.)



CARONDELET  
TRANSFER  
CO.  
1546 S. SPRING AV.

**STANDARD OIL COMPANY (INDIANA)**  
**AUTOMOTIVE ENGINEERING SERVICE**

LOWERS  
MILEAGE  
COSTS

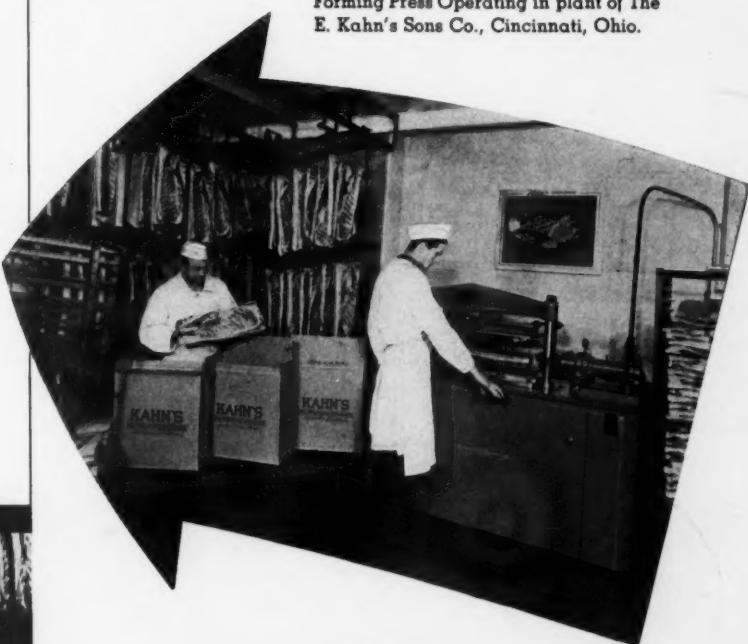
# ANCO Bacon Presses Are Noted for their Speed—Simplicity and Mechanical Perfection



Features of Construction include Safety Operating Levers, Length, Width and Pressure Gauges. Front side of forming chamber automatically drops from view after each pressing operation is completed, to facilitate the placing and removal of the slab.



Showing new ANCO No. 800 Bacon Forming Press Operating in plant of The E. Kahn's Sons Co., Cincinnati, Ohio.



The SPEED, SIMPLICITY and MECHANICAL PERFECTION of ANCO BACON PRESSES have brought complete satisfaction to users in dozens of plants throughout the United States, just as this one has done in the plant of The E. Kahn's Sons Co. The phenomenal success of this Equipment is proven by the large number of ANCO PRESSES sold in the few months that they have been on the market . . . . Perfectly squared and uniformly sized slabs of skinned bacon are turned out at the rate of up to 9 per minute . . . . Let an ANCO sales engineer point out to you the features of safety and unique design of the ANCO BACON PRESS, which insures increased profits for Bacon Departments.



**THE ALLBRIGHT-NELL CO.**  
5323 S. WESTERN BLVD., CHICAGO, ILLINOIS

117 LIBERTY ST.  
NEW YORK, N.Y.

832 FIRST NATIONAL BANK BLDG.  
HOUSTON, TEXAS

111 BUTTER STREET  
SAN FRANCISCO, CALIF.



Made with  
**SWIFT'S SUPERCLEAR GELATIN**

A SUPERIOR JELLIED MEAT GELATIN

**Crystal Clear**

Makes a sparkling, crystal-clear jelly. This transparent setting for your meats suggests freshness and purity . . . shows off the meats.



**Extreme Strength**

A gelatin of the highest test. **SUPERCLEAR'S** great strength makes possible lowest jelly costs (average 3.6c per lb. for jellied tongues).

*Formulae for any jellied meat products  
sent with trial shipment — on request.*

**SWIFT'S SuperClear GELATIN**  
A SUPERIOR JELLIED MEAT GELATIN

SWIFT & COMPANY

GELATIN DIVISION

CHICAGO, ILL.

